

USERS' GUIDE

**A Guide to the People, Programs, Projects and Partners of
The Center for Economic Growth
and Agricultural Development**

**Bureau for Global Programs,
Field Support and Research**

U. S. Agency for International Development

Fiscal Year 2000



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Center for Economic Growth and Agricultural Development

INTRODUCTION

Economic growth, in general, translates into overall improvements in the economic and social well-being of people in developing countries. Better incomes result in: increased food consumption and, often, diets of better quality; greater opportunities for micro and small enterprises to flourish; and significant contributions to improvements in health, education, mortality and morbidity rates. Growth brings increased trade flows and opens markets to U.S. exports. Agricultural development is the engine for economic growth in many countries. Widespread increases in agricultural productivity not only result in larger food supplies but in increased rural incomes. These support growth in local trade and off-farm employment as well as improved rural-urban linkages.

USAID Missions around the world support activities, which contribute to the realization of these goals. The Global Bureau's Center for Economic Growth and Agricultural Development (G/EGAD) supports Missions in their efforts but also directly funds and manages activities which contribute to the development of: economic policy and institutions which underpin global economic growth; technologies which translate science into increased productivity; financial systems which provide credit to micro-entrepreneurs and small businesses; and business linkages which permit American firms to transfer technology and know-how directly to their counterparts in developing and transitional countries.

G/EGAD financial and personnel resources are focused on meeting the needs and concerns of missions and developing countries through implementing programs to:

- build or strengthen the policy, legal and institutional underpinnings for the operation of **competitive markets** (EGAD/EM & EGAD/BD);
- support more rapid and enhanced **agricultural development and food security** (EGAD/AFS); and
- expand **access to economic opportunity for the rural and urban poor** and increase the equitableness of such access (EGAD/MD, EGAD/CI & EGAD/BD).

EGAD programs and resources are also instrumental in support of other Agency objectives, such as **sustainable natural resource management, strengthened rule of law, and sustainable reduction in child mortality** (through improved nutrition). EGAD staff are continually looking for new development approaches by: designing and implementing new, flexible contract and grant mechanisms for technical leadership and field support; spending a large number of person-months on TDY in support of our field support and research agendas; and undertaking key inter-agency and multilateral leadership and policy development tasks.

Deputy Assistant Administrator (DAA/EGAD), Emmy Simmons
Associate Assistant Administrator (AAA/EGAD), David Cowles
Office Director **Emerging Markets (EGAD/EM)**, Nancy Tumavick
Office Director **Agriculture and Food Security (EGAD/AFS)**, John Lewis
Office Director **Microenterprise Development (EGAD/MD)**, Kate McKee
Office Director **Business Development (EGAD/BD)**, Holly Wise

Director **Credit and Investment Staff (EGAD/CI)**, John Wasielewski
Director **Israeli Programs (EGAD/DAA/IP)**, David O'Brien
Director **Program Support Staff (EGAD/PS)**, Carol Carpenter-Yaman

Mailing Address:

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G/EGAD, Room 2.10-084 RRB
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THE OFFICE OF EMERGING MARKETS (G/EGAD/EM)

EGAD/EM has one Strategic Objective "Appropriate and functioning economic policies, market reforms, and institutions are developed to accelerate economic growth in emerging markets and priority countries," which focuses on supporting Missions and the Agency as a whole in achieving five outcomes, or Intermediate Results (IRs):

- Increased **privatization** of economic assets and improvements in competitive market environments (IR 3.1)
- Increasingly liquid, transparent, and rationalized **financial markets** (IR 3.2)
- Increased economic stability and **structural reforms** (IR 3.3)
- Increased application of **legal, institutional and regulatory reforms** for competitive markets (IR 3.4)
- Increased **trade, investment**, and generally enhanced business environment (IR 3.5)

The Office manages one major "project", Support for Economic Growth and Institutional Reform (SEGIR), 936-4212. Technical assistance may be accessed through Mission or Bureau "buy-ins" to existing contractual arrangements and through new diversified rosters of competitively-awarded IQC contractors under SEGIR. Technical assistance may also be accessed by soliciting assistance through TDY and virtual-team participation from EM's USDH staff of private sector and economic policy designers and technical experts. Details and contact information are found below and on pages three through sixteen of this guide.

The Office includes senior USDH technical officers available to collaborate with Missions, Bureaus and other Offices and Centers in analyzing economic and institutional reform issues in developing countries, transition economies and emerging market environments. The USDH staff is available to carry out assessments, assist in drafting concept papers, activity designs, carry out policy reviews, conduct evaluations and other kinds of analysis as requested. The staff also provides information and analysis on cross-country experiences.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Nancy Tumavick	Director (Acting)	(202) 712-5547
<i>Vacant</i>	Team Leader: Private Sector	(202) 712-0415
Penny Farley	Privatization Component Manager	(202) 712-0361
Grant Morrill (Actg)	Legal and Institutional Reform Component Mgr.	(202) 712-5625
Penny Farley (Actg)	Financial Sector Component Manager	(202) 712-0405
Grant Morrill	General Business, Trade and Investment Manager	(202) 712-5557
Frank Martin	Team Leader: Economist	(202) 712-5213
Orest Koropeccky	Macro and Sectoral Economic Policy Manager	(202) 712-5516
Tham Troung	Economist	(202) 712-1589
James Elliot	Economist	(202) 712-0403
Tom Miller	Economist	(202) 712-1812

Mailing Address:

G/EGAD/EM, Room 2.11-225 RRB
U.S. Agency for International Development
Washington, DC 20523
Fax (202) 216-3025

http://www.info.usaid.gov/economic_growth/egad/em

PRIVATIZATION COMPONENT

DESCRIPTION: Seven consortia offer privatization-related services to USAID and host countries to design and implement privatization programs. Privatization, in the context of SEGIR, encompasses a set of related functions necessary for accomplishing the transfer of state assets to private ownership and/or management. These activities involve (a) building "enabling" policy and institutional structures necessary for privatizing state assets, both productive and services, (b) designing and implementing specific privatization transactions, and (c) establishing a competitive post-privatization corporate environment through restructuring and adoption of sound corporate governance.

The IQCs were signed in June 1997 and are available through June 2002. A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements, may be obtained from EGAD/EM, Penny Farley, and they are available at the USAID-EGAD INTRANET EM Homepage:
http://www.info.usaid.gov/economic_growth/egad/em

MEANS OF ACCESS: The seven prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. There are three different possible approaches for selection based on a process of review and "fair" consideration of the corporate qualifications. If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all seven consortia. Alternative selections may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope or Work. In either of these cases, a selection memorandum is written and submitted to the Contracting Officer for the record. For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all seven consortia. Selection is made by a technical panel.

1. **ABT ASSOCIATES, Inc.** Contract #PCE-1-00-97-00003-00. Contact: Michele Laird; Phone (301) 215-5929; e-mail michele_laird@abtassoc.com. Subcontractors: a) Baker & McKenzie, b) Taylor-DeJongh, Inc., c) Bert Smith & Co., d) Coverdale, and e) Napolitan Associates.
2. **BARENTS GROUP, INC.** Contract #PCE-1-00-97-00037-00. Contact: Dimitri Plionis; Phone (202) 467- 2422; e-mail dplionis@barents.com. Subcontractors: a) Bracewell & Patterson, b) Parsons Power, c) HIID, d) Burson Maarsteller, e) Teleconsult, f) AED, and g) AMEX.
3. **BOOZ, ALLEN & HAMILTON** Contract #PCE-1-00-97-00013-00. Contact: Sally Everett; Phone (703) 902-4788; e-mail warman_art@bah.com. Subcontractors: a) International Management and Communications Corporation (IMCC), b) Mendez England & Associates, c) Research Triangle Institute (RTI) and d) Soza & Company. Associates: a) Arnold & Porter, b) Employee Stock Ownership Plan Association (ESOP), c) Turnaround Management Association (TMA), d) Stewart Information International (SII), f) American Society of Assessors (ASA), and d) the International Center for Economic Growth (ICEG).
4. **CARANA Corporation** Contract #PCE-1-00-97-00014-00. Contact: Eduardo Tugendhat; phone (703) 243-1700; e-mail eduardo.tugendhat@carana.com. Subcontractors: a) Hagler Bailly, b) Multinational Strategies Inc. (MSI), c) Coudert Brothers, d) East-West Management Institute (SOROS), f) BDO Seidman, and g) The PBN Company.

5. **CHEMONICS International, Inc.** Contract #PCE-1-00-97-00015-00. Contact: Susi Mudge; phone (202) 955-7475; e-mail smudge@chemonics.com. Subcontractors: a) Ernst & Young, b) Institute for Public Private Partnerships (IP3), c) K&M Engineering and Consulting Corporation, d) Ogilvy Adams & Rinehart, f) The Recovery Group, and g) ADB & Associates.

6. **DELOITTE TOUCHE TOHMATSU International** Contract #PCE-1-00-97-00016-00. Contact: Margbeth Murphy; phone (202) 879 5653; e-mail tmastraangelo@dtus.com. Subcontractors: a) Smith McCabe, b) ADB & Associates, c) American Bar Association (ABA), d) Brown University.

7. **INTERNATIONAL BUSINESS & TECHNICAL CONSULTANTS, Inc. (IBTCI)** Contract #PCE-1-00-97-00017-00. Contact: Patricio Crespo; phone (703) 749-0100; email jkalotra@ibtci.com. Subcontractors: a) The Academy for Educational Development, b) Bozell Sawyer Miller Group, c) Deloitte-Touche Tohmatsu, d) The International Law Institute, and e) K&M Engineering and Consulting Corporation.

Component Manager: Penny Farley, G/EGAD/EM, Room 2.11-131 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-0361; Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

LEGAL AND INSTITUTIONAL REFORM COMPONENT

DESCRIPTION: The mechanisms for the Legal and Institutional Reform component of SEGIR includes five IQC prime awards, each with four to six subcontractors and other resource firms. Each firm will be allowed total buy-ins up to \$26 million over a three year period with two one year extensions allowed. These contracts will expire June 2002. The services provided under this component are broadly defined to include activities which support the development of institutions, regulations and legislation which encourage a sound policy environment and build institutional structures to promote and sustain private sector development. This component is designed to provide service in those subject areas where economic growth and governance issues merge. The following is an illustrative, but not exhaustive, list of subject areas: a) alternative dispute resolution for commercial transactions; b) methods and analyses of anti-corruption; c) decentralization (fiscal federalism); d) institutional development supporting economic institutions; e) land title and collateralization; f) administrative efficiencies and public administration; g) legal environment for contract disputes and h) prudential supervision and institutional reform. The IQCs were signed in August 1997. A summary of the status of active and completed delivery orders, as well as background summaries, corporate qualifications/past reference statements, may be obtained from EGAD/EM, Grant Morrill (Acting), and they are available at the USAID-EGAD INTRANET Homepage <http://www.usaid.gov/g/eg>.

MEANS OF ACCESS: The five prime contractors can be reached through one of three approaches or tiers. Tier I and II allow delivery orders up to an amount of \$2 million. Tier I is used for missions who select one of the five contractors after reading all five background summaries: by reading all of the summaries the "fair competition" requirement is satisfied and only one contractor is contacted. A selection memo is written and provided to the CO who negotiates a delivery order to the selected contractor. Under Tier II all five contractors are requested to provide CV's and timing for technical assistance based on a SOW provided to them by the mission. The mission selects the best offering from among the submitting firms and the

CO negotiates a delivery order with that firm. Finally, Tier III must be used for delivery orders above \$2 million, and for all mini-competitions based on technical criteria. The CO handles this competition by soliciting all five contractors for bids on a SOW and a technical panel selects the winning bid based on the selection criteria.

1. **ARD/Checchi Joint Venture**, 1915 Eye St. NW, 6 Floor, Wash., DC 20006. Contract #PCE-I-00-97-00038-00 [Multiplier = 2.0]. Contact: Joseph Grimes; phone (202) 223-2533; email jgrimes@ardinc.com; FAX (202) 223-2540. Subcontractors include: a) Management Systems International, b) Dean Dinwoodey Center, c) GWU Law School, d) New York City Bar, e) Multinational Strategies, Inc., f) The PBN Company, and g) the American Manufactures Export Group. Resources include: a) The American Arbitration Association, b) The Fletcher School of Law and Diplomacy, c) The Southwestern Legal Foundation, d) The Association of American Law Schools, and e) Development Partnerships. ARD has expertise in institutional development, while Checchi has experience in the rule of law, administration of justice, and commercial, legal and regulatory reform.

2. **Chemonics International Inc.**, 1133 20th Street NW Suite 600, Wash, D.C. 20036; Contract #PCE-I-00-97-00039-00 [Multiplier = 2.15] Contact: Catherine Hall; phone (202) 955-3347; chall@chemonics.com ; FAX #(202) 955-7540. Subcontractors include: a) Institute for Public and Private Partnerships, Inc., b) International Development Law Institute, c) International Center for Economic Growth, d) Ernst & Young, e) IDR Associates. Resources include: a) University of Wisconsin-Madison Law School, b) George Mason University School of Law, c) National Center for State Courts, d) Chadbourne & Parke, LLP, e) Morgan, Lewis & Bockius, f) The Asia Foundation, g) International Center for Not-for-Profit Law. This consortium has extensive experience in building solid legal and institutional frameworks for transition economies, including drafting commercial codes, developing public-private partnerships for infrastructure regulation, creating alternative dispute resolution mechanisms, and overhauling intellectual property regimes and other legislation to permit freer trade and World Trade Organization accession.

3. **Financial Markets International, Inc. (FMI)**, 4800 Montgomery Lane, Bethesda, MD 20814 Contract #PCE-I-00-97-00040-00 [Multiplier=2.10]. Contact: Robert D. Bond; phone (301) 215-7840; fmi-inc@mindspring.com; FAX #(301) 215-7838. Subcontractor: Gardiner, Kamya International, Inc. FMI's work encompasses legal and regulatory infrastructure projects, exchange development services, private and public-sector market surveillance, institutional development, pension reform, employment restructuring, health-sector reform, and education and training initiatives. Comprised of Ph.D.'s, MBA's and JD's, FMI assists clients with the critical nexus of law and economics in capital markets.

4. **IRIS Center at University of Maryland**, 2105 Morrill Hall; College Park, MD 20742 Contract #PCE-I-00-97-00042-00 [Multiplier = 2.43]. Contact: Dr. Dennis Wood; phone (301) 405-3110; dennis@iris.econ.umd.edu; FAX (301) 405-3020. Subcontractors include: a) Development Alternatives, Inc. (D.A.I.), b) Georgetown University Law Center, c) Harvard Institute for International Development, d) International Law Institute, e) Louis Berger, Inc., f) Nathan Associates, g) University of Michigan Law School. The IRIS Center and the other members of its consortium have extensive experience in legal and institutional reform in over 130 countries for USAID, UNDP, the World Bank and private foundations. The IRIS program involves research, assistance in reform activities in developing and transition economies, and dissemination of ideas and lessons learned.

5. **Price Waterhouse LLC**, Contract #PCE-I-00-97-00057-00 [Multiplier = 2.3]. Contact: Richard Breen; phone (703) 741-1684. Subcontractors include: a) American Bar Association, b) Development Associates, Inc. (DA), c) Morgan, Lewis & Bockius LLP, d) Morrison & Foerster

LLP, e) SRI International, f) Steptoe & Johnson LLP, g) The Urban Institute. Resource firms include: a) American Capital Strategies, b) International Management & Development Group, Ltd., c) J.E. Austin Associates, Inc., d) Rust International, Inc. Price Waterhouse LLC is joined by several firms with experience in the law, and in institutional development. These firms are some of America's largest and most important firms and together have offices or relationships in every part of the world

Component Manager: Grant Morrill (Acting), G/EGAD/EM, Room 2.11-115 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-5625; Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

GENERAL BUSINESS, TRADE AND INVESTMENT (GBTI) COMPONENT

DESCRIPTION: The GBTI component is comprised of a) six indefinite quantity contracts (IQC) and b) the Free Market Development Advisers Program.

(a) **General Business/Trade & Investment (GBTI) IQC** mechanism covers a wide range of activities in each of the following areas: (1) GENERAL BUSINESS DEVELOPMENT (strategies, activity design, institutional development, partnering, donor coordination, electronic technology applications, business environment analysis, legal and regulatory environment, credit, equity capital, financial intermediation, transfer of state-owned assets to the private sector), (2) TRADE (trade policy analysis, trade laws/regulatory reform, tariffs and non-tariff trade barriers, trade competitiveness, trade complementarities, investment climate surveys, trade and investment promotion strategy, forward and backward trade linkages, trade and investment institutional development, World Trade Organization (WTO) accession/compliance, trade agreements, regional and global economic integration, preferential trade programs, firm-level assistance to enhance trade, customs procedure and documentation reform, electronic trade, trade finance and insurance, and tourism), and (3) INVESTMENT (investment policy, investment codes, investment tax regimes, foreign direct investment, investment in privatization, programs, investment linkages/targeting, institutional development, transfer of technologies and management skills). A summary of the status of active and completed delivery orders, as well as corporate qualifications/past reference statements, may be obtained from EGAD/EM, Penny Farley, and they are available at the USAID-EGAD INTRANET Homepage <http://www.usaid.gov/g/eg>.

MEANS OF ACCESS: The six prime contractors can be accessed through a Delivery Order written with one (or more) of the consortia. There are three different possible approaches for selection based on a process of review and "fair" consideration of the corporate qualifications. If the activity is under \$2 million, the selection can be based on the review and consideration of the corporate qualifications of all six consortia. Alternatively, selection may be used for activities under \$2 million which may call for more specialized expertise, for which additional qualification statements and information on key personnel must be sought from each contractor in response to a Scope or Work. In either of these cases, a selection memorandum is written and submitted to the Contracting Officer for the record. For delivery orders above \$2 million, a "mini-competition" based on technical criteria is required. The CO handles this competition by soliciting bids from all six consortia. These contracts will expire August 2003. Selection is made by a technical panel. The six prime contractors accessible under GBTI, along with their sub-contractors include:

1. BARENTS GROUP, LLP, Contract No. PCE-I-00-98-00012-00; Project Manager: John Rogers Phone: (202) 467-3826 Fax: (202) 887-5528 E-mail: jrogers@barents.com

Subcontractors: ACDI/VOCA, AMEX International, Inc., Arthur D. Little, Inc., Bracewell & Patterson, LLP, ICF Kaiser International, Inc., International Technology Investment, LTD (ITI), IRIS Center at the University of Maryland, OTC, Inc., Overseas Strategic Consulting Ltd, Titus Austin, Inc., Team Technology, Weideman Associates, Inc. Resource Institutions: Babson School of Executive Education, Innovative Ventures, Inc., Maxwell Stamp, Inc., Midwest, Universities Consortium for International Activities, Inc. (MUCIA), Southwestern Pennsylvania Industrial Resource Center.

2. BOOZ ALLEN & HAMILTON, Contract No. PCE-I-00-98-00013-00; Project Manager: Mark Belcher; Phone: (703) 917-2385; Fax: (703) 902-3021; E-mail: belcher_mark@bah.com. Subcontractors: Cargill Technical Services (CTS), Development Associates, Inc., IMCC, Institute for Public-Private Partnerships (IP3), Labat Anderson Incorporated, Louis Berger International, Inc., Mendez England & Associates. Access Groups: Arent Fox Kinter Plotkin & Kahn, PLLC, Chamber of Commerce of the United States of America, DAH Consulting, Inc., Dewey Ballantine, LLP, EDIN Training and Consulting, Institute of International Commercial Law, Pace University School of Law, National Association of State Development Agencies, Small Enterprise Assistance Funds, The Management Edge, Inc.

3. CARANA CORPORATION, Contract No. PCE-I-00-98-00014-00; Project Manager: Byron Battle; Phone: (703) 243-1700; Fax: (703) 243-0471; E-mail: bbattle@carana.com. Subcontractors: Abt Associates, ADB & Associates, Ltd, East-West Management Institute, Multinational Strategies, Inc., Price Waterhouse, LLP, PADCO, Inc., Sibley International Corporation.

4. CHEMONICS INTERNATIONAL, INC., Contract No. PCE-I-00-98-00015-00; Project Manager: Peter Bittner; Phone: (202) 955-3361; Fax: (202) 955-7540; E-mail: pbittner@chemonics.com. Subcontractors: Arthur Anderson, LLP, Crimson Capital Corporation, Innovation Associates, IGI International, Inc., International Business Initiatives, International Law Institute, Intrados Consulting Group, Kenan Institute of Private Enterprise, Prime International, Inc., Sigma One Corporation, Smith, Bucklin & Associates, Taylor-Dejongh, Inc. Access Groups: Development Programs Ltd., DevTech Systems, Inc., Dewey Ballantine LLP, IEC Strategies, Innovation Associates, International Council of Management Consulting Institutes, Opportunities Industrialization Centers International (OICI), Oracle Corporation, Oregon Small Business Development Center Network, Inter-American Group.

5. NATHAN ASSOCIATES INC. and MANAGEMENT SYSTEMS INTERNATIONAL, INC. (Joint Venture), Contract No. PCE-I-00-98-00016-00; Project Manager: Michael Unger; Phone: (703) 5116-7700; Fax: (703) 351-6162; Email: munger@NathanAssoc.com. Subcontractors: AG International Consulting Corporation, Associates for International Resources and Development, Checchi and Company Consulting, Inc., Deloitte Touche Tohmatsu International, First Washington Associates, Ltd., J.E. Austin Associates, Inc., Pangaea Partners, The Recovery Group. Resource Organizations: American Association of Executives, Center for Economic Policy Research, Stanford University, Hogan & Hartson, LLP, Monitor Company, Strategic Environmental Associates.

6. PRICEWATERHOUSECOOPERS, Contract No. PCE-I-00-98-00014-00; Project Manager: Sydney Lewis; Phone: (703) 633-4278; Fax: (703) 633-6202; E-mail: sydney.a.lewis@us.pwcglobal.com. Subcontractors: A.P. Gross and Company, AgLand, Center for International Private Enterprise (CIPE), Development Alternatives (DAI), Foundation for Enterprise Development (FED), MetaMetrics, SRI International, The Services Group (TSG), Development Informatics, International Development Professionals.

Each of the six SEGIR/GBTI IQCs has a five-year term of performance, has a maximum ordering limitation of \$85 million with an option to increase this ceiling by 25% which can be exercised by the cognizant USAID/W Contracting Officer. There are no duration or dollar value limitations for task orders except for being maintained within the above contract terms, however, it is desired that task orders be performance/results based and the dollar value and term would reflect that which can be reasonably scoped in such fashion.

(b) Free Market Development Advisers Program (FMFDAP).

DESCRIPTION: FMDAP places second year U.S. Master of Business Administration (MBA) students in host-country businesses for 10 months to provide general management technical assistance. The Advisers are given a pre-departure briefing in Washington, D.C., which covers country-specific, U.S. foreign policy, and business development topics. While in-country, the Advisers work in mid-level management positions, keep contact with their U.S. university mentors (usually heads of International Management departments), and write case studies on issues of the Advisers' choosing on the challenges of conducting business in a developing country. The case studies are published, together with a compendium of "lessons learned" which can be utilized by U.S. and host-country universities. Finally, the Advisers participate in a post-assignment debriefing in Washington, D.C., with USAID/W officials to discuss U.S. business opportunities, country-specific policy issues and the incorporation of "lessons learned" into the Advisers' U.S. educational institutions.

MEANS OF ACCESS: The FMDAP is implemented through a Cooperative Agreement with the Institute of International Education (IIE). CA #: PCE-0022-A-00-2014-00. Contact Leslie B. Anderson, FMDAP Manager, Institute of International Education, 1400 K Street, N.W., Washington, D.C. 20005-2403; Phone (202) 898-0600; Fax: (202) 962-8834. Mission funding provided through field support transfers to EGAD/EM for the FMDAP CA or through incremental funding via a MAARD.

Component Manager: Grant Morrill, G/EGAD/EM, Room 2.11-120 RRB, U.S. Agency for International Development, Washington, DC 20523; Phone (202) 712-5557; Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

FINANCIAL SECTOR COMPONENT

DESCRIPTION: The financial sector component consists of multiple IQCs and a U.S. Securities and Exchange Commission interagency agreement. A full and open competition awarded six 5-year IQCs under SEGIR's Financial Sector Component. The IQCs are intended to provide long- and short-term technical assistance and training in the broad arena of the financial sector, ranging from micro-finance to derivative products. Other areas of TA include, but are not limited to: capital market development, central and commercial bank reform, policy advice, training, conferencing, municipal finance, pension reform, etc.

These contracts will expire September 2002.

(a) Contractor Services available through IQC Mechanisms . LOP FUNDING: \$300 million

1. **ABT Associates:** Sub-contractors and Resource Groups: Arthur Anderson, Booz-Allen, Hamilton, Coker Baxastow Associates, Glendale Global Management, IMCC,

IPC, Baker-McKenzie, Taylor-DeJongh, Inc., Bert Smith & Company, Coverdale & Napolitan Associates.

2. **Barents Group:** Subcontractors and Resource Groups: Bracewell and Patterson, Harvard Institute for International Development, OTC Inc., Titus Austin, Inc., Innovation Ventures, Carana Corp., EFA Software Services, Institute for Public/Private Partnerships, Kleinman International Consultants, Linklaters & Paines, Overseas Strategic Consulting
3. **Chemonics:** Subcontractors and Resource Groups: Crimson Capital, Intrados Consulting, Taylor-DeJongh, Bankworld, Inc., Caledonian Associates, Inc., Georgia State University, Hill & Knowlton, Inc., Ingress Associates, Int'l Devlp. Professionals, J.E. Austin Associates, Ohio State University, Parker, Whitfield & Company, Shorebank Advisory Group, The Urban Institute, World Council of Credit Unions.
4. **Deloitte, Touche, Tohmatsu:** Subcontractors and Resource Groups: ADB & Associates, The Aries Group, First Washington Associates, Nathan Associates, Planning & Development Collaboration International, Roop Management
5. **Development Alternatives:** Subcontractors and Resource Groups: American Bankers Association, Bank of America, Chicago Board of Trade, Development Informatics, Dickerson-Knight, Inc., Economic Innovation International Inc., IRIS Center-University of Maryland, MAS International, NY Institute of Finance, Pangaea Partners Ltd., PriceCoopersWaterhouse
6. **FMI, Inc:** Subcontractors and Resource Groups: AG Int'l Consulting, Technical Support Services, University of Pennsylvania-Wharton, Morgan Stanley Dean Whitter, Options Clearing Corporation, NY Stock Exchange, University of Georgia.

MEANS OF ACCESS: Similar to other SEGIR IQCs.

(b) U.S. Securities and Exchange Commission InterAgency Agreement:

DESCRIPTION: The agreement teams the SEC with USAID to provide long- and short-term technical assistance to develop securities markets and regulatory functions in host country stock exchanges and their regulatory agencies on a cost reimbursable basis. Contact Beth Arvan, U.S. Securities and Exchange Commission, 450 5th Street, NW, Washington, D.C. 20549; Phone (202) 942-2763; Fax: (202) 942-9524; E-Mail: arvanb@sec.gov

MEANS OF ACCESS: Transfer to EGAD/EM for Inter-Agency Agreement.
Component Manager: Penny Farley (Acting), G/EGAD/EM, Room 2.11-133 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-0405; Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

(c) Financial Services Volunteer Corp (FSVC) Assistance Instrument with Rapid On-Capacity:

DESCRIPTION: The Cooperative Grant Agreement with the FSVC provides limited funding for rapid access to FSVC professionals to provide short-term consulting, diagnoses and

assessment mission. Mission's reimburse the assistance instrument through EGAD/EM's mechanism.

MEANS OF ACCESS: Transfer to EGAD/EM for FSVC Reimbursable Cooperative Agreement.

Component Manager: Financial Sector Component Manager, G/EGAD/EM, Room 2.11-133 RRB, U.S. Agency for International Development, Washington, D.C. 20523; Phone (202) 712-5547; Fax (202) 216-3025

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

MACRO AND SECTORAL ECONOMIC POLICY COMPONENT

DESCRIPTION; This component supports several broad policy themes: economic growth strategies and poverty reduction; sources of growth, policy reform and poverty alleviation; financial reform and economic growth; growth and the social sector; reform of the state.

(a) **3-4 IQC Prime Awards and Subs** (to be awarded February 2000) for a five-year duration.

(b) Consulting Assistance on Economic Reform (CAER) II.

DESCRIPTION: The CAER procurement mechanism seeks to introduce and maintain appropriate economic policies by: 1) increasing USAID mission capabilities to design economic policy reform programs; 2) increasing the capabilities of host governments to manage economic policy reform agendas; and, 3) improving the quality of the dialogue between USAID missions and host governments on economic policy reform issues.

Services include short-, medium- and long-term advisory assistance, including long-term in-country advisors; and short- and medium-term training, including on-the-job training, workshops, courses, and observation tours. Technical areas of assistance include: macroeconomics and microeconomics, fiscal and monetary policy, international trade and investment, public finance, local government finance, financial markets and services, capital markets, micro and small enterprise development policy, labor markets and income distribution policy, women in development policy, institutional economics, political economy of policy reform, environmental policy, agricultural economics, pricing policy, and regulatory policy. Delivery orders may range from \$25,000 to \$2,500,000.

MEANS OF ACCESS: Companion Core (C) and Requirement (Q) Contracts: PCE-C-00-95-00015 and PCE-Q-00-95-00016. The Q-Contract is intended for Missions and USAID/W Bureaus. Contact Dr. Charles Mann, Harvard Institute for International Development, Phone (617) 495-0798; Fax: (617) 496-8040, Email: cmann@hiid.harvard.edu. Sub-Contractors: a) Associates for International Resources and Development, b) International Management and Communications Corporation, c) Development Alternatives, Inc., d) Research Triangle Institute. Buy-in permitted until termination of agreement on 8/24/00. Buy-in cap of \$25 million.

Component Manager: Orest Koropeccky, G/EGAD/EM, Room 2.11-113 RRB, U.S. Agency for International Development, Washington, D.C. 20523, Phone (202) 712-5516, Fax (202) 216-3025.

EM Homepage: http://www.info.usaid.gov/economic_growth/egad/em

THE AGRICULTURE & FOOD SECURITY OFFICE (G/EGAD/AFS)

The Office of Agriculture and Food Security provides analytical, technical, and program assistance for Agency global, regional and country-based agricultural programs. The Strategic Objective toward which AFS' efforts are directed is "Improved food availability, economic growth and conservation of natural resources through agricultural development." AFS addresses this objective and assists in meeting the world's ever-changing and -increasing food, feed, fiber and fuel needs, through three primary approaches (IRs):

- The development and adoption of sustainable technologies and policies that enhance food availability;
- the development and adoption of policies and technologies that improve food access and agribusiness opportunities; and
- development and adoption of technologies, policies and practices that enhance the long-term conservation of agricultural resources.

These three IRs reflect the fact that Agency's food security, economic growth/poverty alleviation and natural resource conservation goals are inextricably inter-twined and mutually dependent.

Agricultural development is a keystone for general economic development and the conservation of natural resources in most LDCs. By increasing food production and improving marketing efficiency, food supplies are increased and food prices are reduced. The result is increased incomes for producers and increased purchasing power for consumers. Moreover, the process stimulates general economic development, which, in turn, expands both employment and the demand for agricultural products. Increased income, in turn, is the key factor in alleviating food insecurity over the medium term.

Agricultural development is dependent on many factors, but two of the most important are improved technologies and policies, both of which are within the Office of Agriculture and Food Security's (AFS) manageable interest. These technologies and policies are largely derived from, or based on, research to find new and better ways of addressing specific constraints. Therefore, AFS places major emphasis on supporting a wide range of applied research activities in and for developing countries. Adoption requires that research must be followed by development or outreach activities, involving both the public and private sectors.

AFS seeks to multiply the financial and human resources at its disposal by working closely with other USAID offices, bureaus and missions, as well as a number of outside groups. For instance, AFS collaborates with: more than 40 other donors in sponsoring the Consultative Group on International Agricultural Research (CGIAR), which supports 16 international research centers; dozens of U.S. colleges and universities and developing nation institutions through its Collaborative Research Support Program (CRSP); and additional institutions and the private sector through other mechanisms.

AFS is organized in three Divisions, roughly corresponding to the three IRs: (1) Food Productivity; (2) Market Access; and (3) Multilateral Programs & Resource Management.

Staff Name	Specialty	Phone
DIRECTOR'S OFFICE [Fax: 202/216-3060]		
John V. Lewis	Director	202/712-5118
Charles Uphaus	Deputy Director	202/712-1172
Ann (Bess) Willis	Director's Secretary	202/712-5194
PRODUCTIVITY PARTNERSHIP DIVISION [PP] [Fax: 202/216-3010]		
Harvey Hortik	Division Chief	202/712-1412
Terry Hardt	Agr. Development Officer	202/712-0434
Robert Hedlund	Entomologist/IPM	202/712-0484
Jiryis Oweis	Agricultural Economist	202/712-1367
Harry Rea	Aquatic Resources Advisor	202/712-0359
Rachida Roberts	Research Assistant	202/712-1387
Charles Sloger	Soil Scientist	202/712-1902
John Swanson	Agr. Development Officer	202/712-5602
Susan Thompson	Economist, Research Mgt., AAAS Fellow	202/712-1716
MULTILATERAL PROGRAMS AND RESOURCES MANAGEMENT [MPRM] [Fax: 202/216-3010]		
Robert Bertram	Division Chief	202/712-5064
Christine Bergmark	Science Advisor/SANREM	202/712-5065
Ralph Cummings	Senior Economist	202/712-5567
Clara Cohen	Sust. Agr. Spec./SANREM, AAAS Fellow	202/712-1116
Jennifer Douglas	Poverty/Conflict Policy Advisor	202/712-1687
Dana Dalrymple	Research Advisor	202/712-5596
Richard Fraenkel	Senior Food Policy Advisor	202/712-0129
Carole Levin	Intn'l. Agr. Research Specialist	202/712-1906
Jonathan Olsson	Geog. Information Specialist	202/712-5488
Eric Witte	Program Asst., Information Systems	202/712-5079
MARKET ACCESS DIVISION [MA] [Fax: 202/216-3579]		
Dawn Thomas	Division Chief	202/712-5108
Vicki Booker	Food Safety/Indust. AAAS Fellow	202/712-4939
Chris Brown	Agribusiness Economist	202/712-1915
Barbara Ellington-Banks	Nat. Resources Spec	202/712-1436
	BIFAD/Title XII Fed. Officer	
Bob Ford	LAC/TECH, Natural Resources	202/712-5073
Lori Johnson	LAC/TECH Project Coordinator	202/712-0462
Josette Lewis	Biotechnology Advisor	202/712-5592
Ernestine Mitchell	Prog. Operations Assistant	202/712-5197
Greg Perrier	Range Tenure Specialist	202/712-5197
Joyce Turk	Livestock Specialist	202/712-1424
Carol Wilson	LAC/TECH, Food Safety	202/712-0506
Lena Heron	Input Markets/E&E Reg. Spec.	202/712-0391

Mailing Address:

G/EGAD/AFS, Room 211-040 RRB

U.S. Agency for International Development, Washington, DC 20523

Fax: 202/216-3010

PRODUCTIVITY PARTNERSHIPS DIVISION

Sorghum and Millet CRSP (INTSORMIL), 931-1254

DESCRIPTION: The Sorghum/Millet CRSP is a U.S.-LDC collaborative research network which enhances the ability of U.S. and LDC institutions to alleviate constraints to sorghum and millet production, marketing and utilization through the development of appropriate and sustainable technology. The Sorghum/Millet CRSP works collaboratively with scientists at national research institutions in the ecogeographic zones of East, West and Southern Africa, Latin America and Asia. The collaborating U.S. institutions are: Kansas State University, University of Illinois, Mississippi State University, University of Nebraska, Purdue University and Texas A&M University. Major program components are sorghum and millet agronomy, breeding, biotechnology, economics, entomology, food quality and utilization, pathology, physiology, and resource management.

Some major accomplishments of the Sorghum/Millet CRSP are: (1) Development of improved sorghum and millet varieties, hybrids and germplasm with higher human food quality traits, striga resistance, drought tolerance, bird resistance and insect and disease resistance; (2) Development of improved tillage programs, crop residue practices, and water harvesting techniques; (3) Development of insect and disease management programs; (4) Establishment of small food quality and utilization laboratories; (5) Identification of sorghum root exudate which stimulates striga germination and rapid laboratory striga screening methods; (6) Development of alternative food uses; and, (7) Development of a forage sorghum with 20% higher digestibility, and (8) Training of over 700 LDC scientists to the MS and Ph.D. levels in relevant aspects of sorghum and millet improvement.

In addition, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research capability of LDC institutions and designing baseline data surveys.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at the University of Nebraska or through G/EGAD/AFS to the Sorghum/Millet CRSP (grant # LAG-G-00-96-90009-00) via Managed Org'd funds, OYB & field support transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2001. Contact: Dr. John M. Yohe, INTSORMIL, Univ. of Nebraska, 113 Biochemistry Hall, Lincoln, NE 68583-0748. Phone: (402) 472-6032; Fax: (402) 472-7978; Internet: srmlcrsp@unl.edu .

USAID Contact: Dr. John Swanson, G/EGAD/AFS/PP, Room 2.1-095, Washington, DC 20523, Phone (202) 712-5602. Fax (202) 216-3010. Internet: jswanson@usaid.gov.

Bean/Cowpea CRSP, 931-1310

DESCRIPTION: The Bean/Cowpea CRSP is conducting research on the major constraints to bean and cowpea production and utilization. These include: (1) disease and insects; (2) growth and development stresses; (3) sustainable agriculture; (4) socio-cultural factors; (5) storage, food preparation and nutrition; and (6) farming systems. Short-term and degree training programs, workshops and seminars are also components of this CRSP. The role of women as producers, processors and consumers as well as in research and training is also the focus of the project.

Major accomplishments include: (1) dramatic increases in cowpea production in Senegal, (2) germplasm collection and evaluation of major bean and cowpea strains, (3) new varieties with increased yield and multiple disease resistance and insect resistance, (4) low-cost seed storage technologies, (5) collection of parasites to be used in biological control of insect pests, (6) new bean varieties with improved nitrogen fixation capacity, (7) non-race specific rust resistance, (8) new varieties with improved nutritional value and reduced firewood/fuel requirements and, (9) new bean and cowpea processing technologies for value-added food products.

U.S. participating institutions include: Michigan State University, Purdue University, University of Georgia, University of Wisconsin, University of California-Riverside, University of California-Davis,

University of Idaho, University of Minnesota, University of Nebraska-Lincoln, University of Puerto Rico, Washington State University, Clemson University and Auburn University.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at Michigan State University or through G/EGAD/AFS to the Bean/Cowpea CRSP (grant # DAN-G-SS-86-00008-00) via Managed Org'ed funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2002. Contact: Dr. Pat Barnes-McConnell, 200 Center for International Programs, Michigan State University, East Lansing, MI 48824-1035, Phone (517)-355-4693; Fax: (517) 432-1073.

USAID Contact: Dr. Harvey Hortik, G/EGAD/AFS/PP, Room 2.11-006 RRB, Washington, DC 20523-0214, Phone (202) 712-1412; Fax: (202) 216-3010.

Soil Management CRSP, 931-1311

DESCRIPTION: The Soil Management (SM) CRSP develops, evaluates, and promotes the transfer of soil-management and integrated nutrient management technologies that increase agricultural productivity, enhance food security, and serve the economic and environmental interests of developing countries and the U.S. The CRSP develops products necessary to overcome the principal soil-management constraints to agricultural productivity and environmental stability, and disseminates those products in areas where a lack of information or a failure to adopt improved technologies limits agricultural performance. The SM CRSP develops globally-applicable knowledge products, called decision aids, and technologies. Some products that the CRSP has developed are decision support systems for integrated nutrient management and a soil erosion-soil fertility-economic-soil science pesticide impacts model. It is developing improved socioeconomic information and economic valuation techniques for design and implementation of policies aimed at balancing a nation's subsistence food production versus environmental protection of steepplands. It will increase use of inexpensive bionitrogen fertilizer by improving legume inoculant formulations, quality control methods for agribusinesses. The CRSP will diagnose, assess and carry out strategic research and outreach to increase production and sustainability of rice/wheat cropping system in South Asia. Research will be undertaken to evaluate and test different methods of improving African women farmers' access to chemical and organic fertilizers.

The CRSP is collaborating with institutions and people in the following countries: Mali, Senegal, Malawi, Cape Verde, Gambia, Uganda, South Africa, Kenya, Ecuador, Peru, Honduras, Nicaragua, Haiti, India, Bangladesh, Nepal, and Philippines. Beneficiaries are national researchers/institutions; government policy makers, agribusiness, PVOs and NGOs and local farmers.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement for services of research and outreach directly with the Management Entity at University of Hawaii-Manoa (participating institutions: Cornell University, North Carolina State University, Montana State University, Texas A&M University, University of Florida) or through G/EGAD/AFS to the Soil Management CRSP (grant # LAG-G-00-97-00002-00) via Managed Org'ed funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2001. Contact: Dr. Goro Uehara, University of Hawaii at Manoa, 2500 Dole Street, Krauss 22, Honolulu, Hawaii 96822, Phone (808) 956-6593; Fax: (808) 956-3421, E-mail: goro@hawaii.edu.

USAID Contact: Dr. Charles Sloger, G/EGAD/AFS/PP, Room 2.11-094 RRB, Washington, DC 20523-2110, Phone (202) 712-1902; Fax: (202) 216-3010, E-mail: csloger@usaid.gov

Pond Dynamics/Aquaculture CRSP, 936-4023

DESCRIPTION: The Pond Dynamics/Aquaculture CRSP has brought together the resources of developing country and U.S. institutions to optimize the efficiency of aquaculture productions systems, to minimize the negative environmental impacts of aquaculture, to explore the socioeconomic issues

associated with aquaculture development, to disseminate scientific and technical information, and to develop economical and culturally appropriate aquaculture management strategies. Its mission is to raise small farmers' incomes and increase consumers' welfare by enhancing fish farm productivity; to improve the well-being of the rural poor; and to conserve or enhance the natural resource base. The collaborating U.S. institutions are: Auburn University, Ohio State University, Oregon State University, Southern Illinois University at Carbondale, University of Arizona, University of Arkansas at Pine Bluff, University of California at Davis, University of Delaware, University of Hawaii, University of Georgia, University of Michigan, University of Oklahoma and University of Texas. The collaborating host countries are: Honduras, Peru, Kenya, Philippines and Thailand.

In addition, this CRSP is capable of designing, implementing and managing degree training programs, managing collaborative research activities, enhancing research and training capabilities of developing country institutions, and designing/conducting baseline data surveys.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at Oregon State University or through G/EGAD/AFS to the Pond Dynamics/Aquaculture CRSP (grant # LAG-G-00-96-90015-00) via Managed Org'd funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2001. Contact: Dr. Hillary Egna, Office of International Research and Development, 400 Snell Hall, Oregon State University, Corvallis, OR 97331-1641; Phone: (503) 737-6415; Fax: (503) 737-3447; E-mail: egnah@ucs.orst.edu.

USAID Contact: Harry Rea, G/EGAD/AFS/PP, Room 2.11-041, Washington, DC 20523-2110; Phone: (202) 712-0359; Fax: (202) 216-3060; E-mail: hrea@usaid.gov.

Peanut CRSP, 936-4048

DESCRIPTION: The Peanut CRSP conducts research on the major constraints to peanut production and utilization, in both host countries and the U.S. These constraints include: (1) yield potential of varieties; (2) mycotoxin hazards to health; (3) pest damage to crops; (4) soil microbiological barriers; (5) resource management practices and development of new peanut derived products. The Peanut CRSP coordinates complementary activities with the ICRISAT programs in Asia and Semiarid Tropical Africa, IDRC and ACIAR in Asia and CARDI in the Caribbean. Degree training, non-degree training, short courses, and workshops prepare host country collaborators and stimulate technology transfer.

The recent major accomplishments include: (1) Economic growth- increase in peanut yields in Burkina Faso by 221% through ash application; application of Tricograma and Bacillus thuringiensis for insect resistance increase Phillipine profit nearly 3-fold; new peanut butter formulation and peanut products for improved quality and consumer acceptance; increase of processing efficiency through technology transfer from Thailand to Jamaica; identification and characterization of two economically important diseases in Thailand (2) Improved human health and nutrition through: a-development of screening methods for mycotoxin; identification of gene that controls enzyme in aflatoxin synthesis; identification of three aflatoxin resistant varieties from Ghana; development of a highly adsorbent clay identified to bind and remove aflatoxin from village processed peanut oil and meal fed to animals has been developed; (3) Environmental enhancement-release of breeding lines from Texas and North Carolina resistant to rootknot nematodes, leafhoppers, leafspot, and resistant to rust; development of integrated pest management methods reducing insecticide application; insect ecology studies correlating peanut; (4) Human resource development-Host country participants in Philippines and Thailand trained 60 technicians, farmers and extension personnel in peanut seed production and production technologies; six students completed graduate degrees; two new institutions in Ghana have become partners in the

mycotoxin management project; 20 host country participants have come to the U.S. for short-term training; (5) a new system to regenerate peanut plants from tissue and plasmid vectors for peanut transformation; new selection methodologies were developed for transgenic peanuts.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement for services directly with the Management Entity at University of Georgia or through G/EGAD/AFS to the Peanut CRSP (grant # LAG-G-00-96-90013-00) via Managed Org'd funds, OYB transfers, or MAARDs

to support the core program. Current Agreement End Date: FY 2000. Contact: Dr. David G. Cummins, University of Georgia, Georgia Experiment Station, Griffin, GA 30223-1797, Phone (404) 228-7312; Fax: (404) 228-7270.

USAID Contact: Dr. Terry Hardt, G/EGAD/AFS/PP, Room 2.11-092 RRB, Washington, DC 20523, Phone (202) 712-1412; Fax: (202) 216-3010.

Integrated Pest Management (IPM) CRSP, 936-4196

DESCRIPTION: The Integrated Pest Management (IPM) CRSP makes available the U.S. agricultural research network to the international agricultural research and development community, helping make important contributions to the resolution of difficult, persistent constraints to the adoption of IPM. It is important because: 1) high value horticultural export crops receive relatively high chemical inputs that can result in chemical residue on the products, a primary reason why such crops may not be accepted by importing countries, and 2) transitional systems are particularly vulnerable to pest damage as many such systems occur on "marginal" land. The major goal of this project is to improve the well being of farmers in developing countries by increasing their capacity to produce, utilize and market agricultural commodities through cost-effective and environmentally sustainable methods. Funds are available in this grant for providing IPM related technical assistance to Missions. It is expected that most TA activities will involve cost sharing by the requesting Mission.

Cooperating U.S. institutions include: Virginia Polytechnic Institute and State University, University of Georgia, Ohio State University, University of California-Davis, University of Maryland-Eastern Shore, North Carolina A & T, Lincoln University of Missouri, Purdue University, Montana State University, Pennsylvania State University, and the U.S. Department of Agriculture. The major host country sites for research and implementation are Guatemala, Jamaica, the Philippines, Albania, Bangladesh, Uganda, Ecuador and Mali, with additional activities in Eritrea, Ukraine, and Egypt.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access this agreement for technical assistance directly with the Management Entity at Virginia Polytechnic Institute and State University or through G/EGAD/AFS to the Integrated Pest Management CRSP (grant # LAG-G-00-93-00053-00) via Managed Org'd funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2002. Contact: Dr. S.K. DeDatta, Principal Investigator, or Dr. Brhane Gebrekidan, Program Director, IPM CRSP, Office of International Research and Development, 1060 Litton Reaves Hall, Virginia Polytechnic Institute and State University, Blacksburg, VA. Phone 540/231-6338, Fax 540-231-3519

USAID Contact: G/EGAD/AFS/PP, Robert Hedlund, Room 211-103 RRB, Washington, DC 20523-2110, Phone (202) 712-0484, Fax (202) 216-3010.

University/International Agricultural Research Centers Linkages (UNIARCL) Program 936-4225

DESCRIPTION: This new institutional linkage program was launched in 1998 in support of the Africa Food Security Initiative. The competitive research grant programs emphasize partnerships between U.S. universities and the International Agricultural Research Centers (IARCs) to address key problems affecting food security in Africa. The three-year grants were made to seven U.S. institutions of higher education, enabling them to complement IARC technical staff capabilities or facilities. The program deepens U.S. scientists' involvement in international issues and develops long-term working relationships with their counterparts in Africa to solve hunger problems.

The universities, the IARC partners and the programs are as follows:

1. Auburn University/International Center for Living Aquatic Resources Management. *Breeding enhancement of Tropical Aquaculture Species.*

This program will genetically enhance Nile Tilapia, the most widespread farmed Tilapia in sub-Saharan Africa. The collaborative research work will develop simple, non-invasive tests for physiological parameters (e.g. stage of sexual maturity, reproductive capacity, food conversion efficiency

and stress tolerance), and genetic marker development for these traits that can subsequently enhance breeding schemes for tropical species.

University contact: Zhan Jiang (John)
Phone: (334) 844-4786
Fax: (334) 844-9206

USAID Contact: Jirys Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

2. Clemson University/International Center for Tropical Agriculture.

Development of tools for isolating and cloning Cassava genes for resistance to African Cassava Mosaic virus and White Flies.

This research program seeks to accomplish maintenance and handling of a representative Cassava BAC libraries, production and distribution of high density hybridization filters, and DNA tools for library screening and sequencing of important and relevant BAC contiguous DNA.

University contact: Rod A. Wing
Phone: (864) 656-7288
Fax: (864) 656-4293

USAID Contact: Jirys Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

3. Kansas State University/International Center for Insect Physiology and Ecology.

Monitoring parasitoids.

The research program seeks to develop a monoclonal (antibody-based diagnostic EITSA kit that would be simple, easy to use and inexpensive for reliable identification and monitoring of *C. fluipes* (raised on *Chilo Partellus*) in targeted areas of Africa. The proposed ELISA method of identification would be useful to biocentral practioners throughout the tropical and sub-tropical areas of the world.

University Contact: Sonny Ramaswamy
Phone: (785) 532-6154
Fax: (785) 532-6232

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

4. University of Minnesota/International Plant Genetic Resource Institute.

Banana Streak virus.

This research program seeks to arrive at a fuller understanding of the role of integrated BSU sequences in causing viral leaf streak disease development in bananas and plantains so that plant breeders producing improved genotypes for use in sub-Saharan Africa and elsewhere will have the necessary tools to avoid the problem of BSU occurrence in the new hybrid.

University Contact: Barbara E. Lockhart
Phone: (612) 625-5785
Fax: (612) 625-9728

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

5. Texas A&M University/International Center for Insect physiology and Ecology (ICIPE).
Biosystematics of African Fruit Flies and their Parasitoids.

This program will facilitate the development of expertise to deal directly with the problem of pest identification, crucial to ICIPE's newly developed African Fruit Fly Initiative. Similarly, the program will provide ICIPE with expertise in parasitoids systematic needed to facilitate the Medfly biological control program in which ICIPE has played an integral part over the last two years.

University Contact: Robert A. Wharton
Phones: (409) 845-9719
Fax: (409) 845-7977

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phones: (202) 712-1367
Fax: (202) 216-3010

6. Texas A&M University/International Crops Research Institute for Semi-Arid Tropics.
Genetic Diversity to stabilize Production of Pearl Millet.

Genetic diversity in fungal plant pathogens that attack pearl millet is an important constraint preventing stable food production in Africa. The research program will seek to develop rapid and accurate DNA-based tests that will define the population structure and pathotypes of sclerospora graminicola, the causal agent of downy mildew in pearl millet.

University Contact: Clint Magill
Phone: (409) 845-8250
Fax: (409) 845-4683

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

7. Tuskegee University/International Potato Center
Sweet Potato Weevils

This research program seeks to enhance the productivity of sweet potato in sub-Saharan Africa by developing cultivars with high resistance to weevils and by identifying and incorporating the insecticidal toxi genes.

University Contact: C.S. Prakash
Phone: (334) 727-8023
Fax: (334) 727-8067

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

8. Washington State University/International Livestock Research Institute.
Babesiosis, caused by the parasite Babesia bovis, is one of the four economically most important tick-borne pathogens that inhibit ruminant productivity in large parts of Africa.

The research seeks to develop improved vaccines against babesiosis using DNA transfection. The ability to transfect the B. bovis and eventually use knockouts, dominant negative mutant genes and directed overexpression, is an important approach to identifying candidate vaccine antigens and molecules involved in virulence.

University Contact: Guy Palmer

Phone: (509) 335-6033
Fax: (509) 335-8529

USAID Contact: Jiryis Oweis, G/EGAD/AFS/PP
Phone: (202) 712-1367
Fax: (202) 216-3010

MULTILATERAL PROGRAMS AND RESOURCES MANAGEMENT

International Agricultural Research Centers (IARCs), 936-4111

DESCRIPTION: This project provides core budget contributions to one IARC not associated with the Consultative Group on Agricultural Research (CGIAR), special project funding for 8 collaborative research networks in East and West Africa, 4 professional staff, SLOs, and other liaison and management activities. The IARC funded under the project but not associated with the CGIAR is the Asian Vegetable Research and Development Center (AVRDC).

MEANS OF ACCESS: Regional Bureaus, Missions and other offices of USAID may also access these projects directly through agreements with individual IARCs and/or through field support transfers to G/EGAD/AFS.

Contact: Dr. Samson C.S. Tsou, Director General , AVRDC, P.O. Box 205, Taipei 10099, Taiwan, Republic of China, Phone (886-6) 583-7801; Fax: (886-6) 583-0009, Email: AVRDC@cgiar.org.

Contact for Networks: Dr.. Alexander von der Osten, Executive Secretary, CGIAR Secretariat, World Bank, 701 18th Street, N.W., Room J-4073, Washington, D.C. 20433, Phone 202/473-8918/8919; Fax: 202/473-8110, Email: A.von-der-osten@cgiar.org

USAID Contact for Networks

Dr. Carole Levin
G/EGAD/AFS/MPRM
Room 2.11-084 RRB
Washington, DC 20523
Phone: 202/712-1906
Fax: 202/712-3010

USAID Contact for CIFOR

Dr. Christine Bergmark
G/EGAD/AFS/MPRM
Room 2.11-083 RRB
Washington, DC 20523
Phone: 202/712-5065
Fax: 202/712-3010

USAID Contact for RSSA

Dr. Robert B. Bertram
G/EGAD/AFS/MPRM
Room 2.11-004 RRB
Washington, DC 20523
Phone: 202/712-5064
Fax: 202/712-3010

Consultative Group on International Agricultural Research (CGIAR), 936-4111.88

DESCRIPTION: The CGIAR Project provides core budget contributions to 16 IARCs, which are sponsored by the Consultative Group on International Agricultural Research (CGIAR). The 16 IARCs are:

- International Center for Tropical Agriculture (CIAT)
- Center for International Forestry Research (CIFOR)
- International Maize and Wheat Improvement Center (CIMMYT)
- International Potato Center (CIP)
- International Plant Genetic Resources Institute (IPGRI)
- International Center for Agricultural Research in the Dry Areas (ICARDA)
- International Center for Living Aquatic Resource Management (ICLARM)
- International Center for Research on Agroforestry (ICRAF)
- International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
- International Food Policy Research Institute (IFPRI)
- International Irrigation Management Institute (IIMI)
- International Institute of Tropical Agriculture (IITA)
- International Livestock Research Institute (ILRI)
- International Rice Research Institute (IRRI)

- International Service for National Agricultural Research (ISNAR)
- West African Rice Development Research Association (WARDA)

MEANS OF ACCESS: The Consultative Group on International Agricultural Research provides core funding to the IARCs. Regional Bureaus, Missions and other offices of USAID may also access the IARCs directly through agreements with individual IARCs. No field support is accepted for the CGIAR centers.

Contractors/Grantees: Dr. Joachim Voss, Director General, International Center for Tropical Agriculture (CIAT), Apartado Aereo 6713, Cali, Colombia, Phone (57-2) 445-0000; Fax: (57-2) 445-0073, Email: CIAT@cgiar.org

Mr. Jeffrey A. Sayer, Director General, Center for International Forestry Research (CIFOR), P.O. Box 6596, JKPWB Jakarta 10065, Indonesia, Phone 62 (251) 622-622; Fax: 62 (251) 622-100, Email: CIFOR@cgiar.org

Dr. Timothy Reeves, Director General, International Center for the Improvement of Maize & Wheat (CIMMYT), Apartado Postal 6-641, 06600 Mexico, D.F. Mexico, Phone (52-5) 726-9091; Fax: (52-511) 726-7559/7558, Email: CIMMYT@cgiar.org.

Dr. Hubert G. Zandstra, Director General, International Potato Center (CIP), Apartado 1558, Lima, Peru, Phone (51-1) 349-6017; Fax: (51-1) 349-5638, Email: CIP@cgiar.org or CIP@CIPA.org.pe

Dr. Geoffrey C. Hawtin, Director General, International Plant Genetic Resources Institute (IPGRI), Via delle Sette Chiese 142, 00145, Rome, Italy, Phone (39-6) 518921; Fax: (39-6) 575-0309, Email: IPGRI@cgiar.org.

Dr. Adel El-Beltagy, Director General, International Center for Agricultural Research in the Dry Areas (ICARDA), P.O. Box 5466, Aleppo, Syria, Phone (963-21) 2213433/225012/225112; Fax: (963-21) 2225105/2213490, Email: ICARDA@cgiar.org.

Dr. Meryl Williams, Director General, International Center for Living Aquatic Resources Management (ICLARM), MC P.O. Box 2631 Makati, Metro Manila, Philippines, Phone (63-2) 812-8641/840-3485; Fax: (63-2) 816 3183, Email: ICLARM@cgiar.org.

Dr. Pedro A. Sanchez, Director General, International Center for Research in Agroforestry (ICRAF), United Nations Avenue, P.O. Box 30677, Nairobi, Kenya, Phone (254-2) 521450; Fax: (254-2) 521001, Email: ICRAF@cgiar.org

Dr. Willima D. Dar, Director General, International Crops Research Institute for the Semi-Arid Tropics (ICRISAT), Patancheru P.O., Andhra Pradesh, 502 324, India, Phone (91-40) 3296169, Fax: (91-40) 241239, Email: ICRISAT@cgiar.org

Dr. Per Pinstrup-Anderson, Director General, International Food Policy Research Institute (IFPRI), 2033 K St., N.W., Washington, D.C. 20006 USA, Phone 1-202/862-5600; Fax: 1-202/467-4439, Email: IFPRI@cgiar.org

Dr. David Seckler, Director General, International Water Management Institute (IWMI), Box 2075, Colombo, Sri Lanka, Phone DG (94-1) 867404/869080/869081; Fax: (94-1) 866854, Email: IWMI@cgiar.org

Dr. Lukas Brader, Director General, International Institute of Tropical Agriculture (IITA), Ibadan, Nigeria, c/o L.W. Lambourn & Co., Carolyn House, 26 Dingwall Rd., Croydon, CR93EE, United Kingdom, Phone (234-2) 2412626 or 871-1454324 (INMARSAT) ; Fax: (234-2) 2412221 or 871-1454325 (INMARSAT) , Email: iita@cgiar.org.

Dr. Hank Fitzhugh, Director General, International Livestock Research Institute (ILRI), P.O. Box 30709, Nairobi, Kenya, Phone (254-2) 630743; Fax: (254-2) 631499, Email: ILRI@cgiar.org

Dr. Ronald Cantrell, Director General, International Rice Research Institute (IRRI), P.O. Box 31270, 1271 Makatiti City, Philippines, Phone (63-2) 845-0563/0569/0570/0573/0575; Fax: (63-2) 891-1292/0606/761-2404, Email: IRRI@cgiar.org

Dr. Stein W. Bie, Director General, International Service for National Agricultural Research (ISNAR), Laan van Nieuw Oost Indië 133, 2593 BM The Hague, Netherlands , Phone (31-70) 349-6100; Fax: (31-70) 381-9677, Email: ISNAR@cgiar.org

Dr. Kanayo F. Nwanze, Director General, West Africa Rice Development Association (WARDA) 01 B.P. 2551, Bouake 01, Côte d'Ivoire, Phone (225) 634514; Fax: (225) 634714, Email: WARDA@cgiar.org

USAID Contact: Dr. Robert B. Bertram, G/EGAD/AFS/MPRM, Room 2.1-014 RRB, Washington, DC 20523-0214, Phone (202) 712-5064; Fax: (202) 712-3010

Sustainable Agriculture and Natural Resource Management (SANREM) CRSP, 936-4198

DESCRIPTION: The project enhances the ability of developing countries to improve the welfare of their growing populations by sustaining both agricultural production and environmental quality. The project has three components: (1) a Collaborative Research Support Program (CRSP) to support innovative, integrated systems-based research to maintain the environment and promote a greater understanding and integration of agricultural production systems with the socio-economic-political environment; (2) Research Support Grants to access and incorporate research results on aspects of sustainability currently under investigation but external to the CRSP; and (3) an Information Management System to support knowledge and network building activities. The research activities are being implemented by a consortium of U.S. universities, the U.S. Department of Agriculture, five members of the International Agricultural Research Centers network, three international PVOs, 15 cooperating country research/extension institutions and over a dozen local PVO/NGO organizations.

SANREM's mission is to support natural resource decision maker from local to global levels providing them with access to appropriate data, tools and methods to analyze the data and information, and enhanced individual and institutional capacity to make decisions. Using the participatory research, interdisciplinary teams, inter-institutional collaboration, and emphasis on landscape scale interactions, the SANREM CRSP has developed an interactive process for outlining and implementing a sustainable agriculture research agenda. SANREM operates in four regions globally (South-East Asia, West

Africa, the Andes, and the United States). Over 600 researchers and professionals have increased their research skills through training and workshops on a variety of issues, including indicators of sustainability, participatory methodologies, GIS, gender analysis, statistics, and proposal writing. Several community based organizations have been formed to provide data, which informs the community and influences local policy. Participatory and collaborative approaches have been adopted at host country partner institutions. National research institutions are adopting interdisciplinary, intersectoral and participatory approaches and integrating them in their strategic plans in the Philippines, Mali, and Ecuador. Local governments in the Philippines, Ecuador, and Burkina Faso are also seeking and using research outputs to inform and guide decisions on water quality and environmental issues.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access services through grant, cooperative agreement, or contract directly with the Management Entity at the University of Georgia or through G/EGAD/AFS to the SANRM CRSP (grant # PCE-A-00-98-00019-00) via Managed Org'd funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 2002. Contact: Dr. Constance Neely, the University of Georgia, SANREM CRSP, 1422 Experiment Station Road, Watkinsville, GA 30677, Phone (706) 769-3792; Fax (706) 769-1471.

USAID Contact: Dr. Christine Bergmark, G/EGAD/AFS/MPRM, Room 2.11-083 RRB, Washington, DC 20523-2110, (202) 712-5065; Fax: (202) 216-3010.

Agricultural Policy Development Project (APD), 936-4201

DESCRIPTION: The Agricultural Policy Development (APD) project has been designed to create an environment in host countries characterized by increased employment opportunities and efficient agricultural market systems leading to sustained economic growth of the agricultural sector. Its purpose is to help bureaus, missions, and host-country decision-makers to identify issues and resolve problems concerning agricultural policies - especially issues relating to trade reform, market performance, food equity, and agricultural sustainability.

The contractor will provide technical services to AID/W central and regional bureaus, field missions, other operating units, and host country institutions in the following areas:

1. STRATEGIC PLANNING AND DESIGN
 - Policy Reform and Analysis
 - Marketing and Trade Policy
 - Institutional Capacity Building
2. DATA MANAGEMENT
 - Data Collection, Assessment, Analysis, and Reporting
3. PERFORMANCE MONITORING
 - Internal Performance Monitoring for Agricultural Policy Development
 - Worldwide USAID Performance Monitoring
3. SUPPORT FOR INFORMATION SHARING, COOPERATION AND COORDINATION
 - Building Cross-Sectoral Linkages
 - Promoting Public/Private/Stakeholder Participation
 - Enhancing Access to Relevant Data/Information
5. TECHNICAL TRAINING
6. COMMODITY PROCUREMENT AND/OR GRANTS MANAGEMENT
7. IMPLEMENTATION AND PROGRAM MANAGEMENT

Representative of the kinds of activities APD is prepared to implement are activities such as:

- establishing general development policies that promote development of the agricultural and fishery sectors and rural and coastal areas;
- promoting efficient trade and market environments so long-term changes are transmitted to the domestic economy;
- developing early-warning systems (including nutritional surveillance) that provide information on local food situations, taking into account geographic features, seasonal fluctuations, and natural climate variability, in order to ensure that local production and/or local markets make available safe and adequate food supplies to meet the energy and nutrient needs of the population;
- establishing non-binding codes of conduct for food aid to identify goals and best practices to which participating donors and recipient countries might aspire; and
- developing measures which least-developed and net food-importing countries could implement to take advantage of international trade reform should the implementation of the Uruguay Round program result in inadequate supplies of available basic foodstuffs from external sources.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices can access this IQC through a buy-in to contract #PCE-I-00-99-00033-00 and prepare a scope of work, send information copy to the CTO, and can negotiate directly with the consortium through their own

contracting officer or through G/EGAD/AFS CTO. After approval, the mission or bureau CO notifies the contractor and requests proposals.

APD is a consortium led by Abt Associates that also includes Agricultural Development Consultants, Inc. (AGRIDEC), Associates for International Resources and Development (AIRD), Development Alternatives, Inc. (DAI), The International Resources Group (IRG), The International Food Policy Research Institute (IFPRI), Michigan State University (MSU), and Purdue University. The prime point of contact for the consortium is Dr. Sarah Gavian, Abt Associates, 4800 Montgomery Lane, Suite 600, Bethesda, Maryland 20814. Phone: (301) 347-5397. Fax: (301) 652-3839. E-Mail: sarah_gavian@abtassoc.com

USAID Contact: Jonathan Olsson, G/EGAD/AFS/MPRM, 2.11-042 RRB, Washington, DC 20521-2110. Phone: (202) 712-5488. Fax: (202) 216-3010. Internet: jolsson@USAID.gov

Food Security II, 936-5439

DESCRIPTION: This Agency-wide follow-on to the highly successful Food Security in Africa project builds on a foundation of research, networking, training and policy dialogue. Project activities have been linked to important policy changes in several African nations and the demand for project services has been exceptionally high. Project experience and capacity is also being applied more broadly to help address urgent food security problems in certain parts of Africa. The project will: (1) expand and improve the knowledge base on policy-relevant food security issues; (2) ensure timely and effective communication of project-generated findings to decision makers; (3) develop and apply monitoring procedures to assess the people-level impact of food security strategies and project activities; and (4) strengthen local capacities for food security policy research, analysis, and monitoring.

Issues successfully addressed in country-level research have included: the targeting and management/monetization of food aid, particularly in Mozambique and Eritrea; the design of improved agricultural information systems, particularly in Mali and Mozambique; and the improvement of sectoral policies to mitigate impacts on household food security of agricultural incentives, particularly with rice imports and cereals marketing in Mali, maize processing and marketing in Kenya, Zimbabwe, and Mali, and inputs provision in Senegal. Cross-country analyses have examined: strategies for mitigating food sector instability, with particular emphasis on improved uses of food aid in Mozambique and strategic cereals stocks in Mali; factors affecting trends in real food and cash crop prices in Mozambique, Zimbabwe, Ghana, and most of the Sahelian countries; and factors affecting farmer incentives to invest in soil conservation and input use packages, particularly in Burkina Faso, Mali, and Senegal. Evaluators concluded the results of the first cooperative agreement to be "outstanding." Most respondents praised the good communication prevailing in their relationships with MSU. They recognized MSU's strategy of fostering a team approach for all research. The open communications approach has helped significantly to improve working relationships among National Agricultural Research System (NARS) social and technical scientists.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access services directly with the Management Entity at Michigan State University or through G/EGAD/AFS to the Food Security II (cooperative agreement # PCE-A-00-97-00044-00) via Managed Org'd funds, OYB transfers, or MAARDs. Current Agreement End Date: 9/30/2001. Contact: Dr. Michael T. Weber, Michigan State University, Dept. of Agricultural Economics, East Lansing, MI 48824-1039, Phone (517) 353-8639; Fax (517) 336-1800.

USAID Contact: Dr. Ralph W. Cummings, Jr., G/EGAD/AFS/MPRM, Room 2.11-071 RRB, Washington, DC 20523-0214, Phone (202) 712-5567; Fax: (202) 216-3010

MARKET ACCESS DIVISION

Global Livestock CRSP, 931-1328

DESCRIPTION: The Global Livestock CRSP is a multidisciplinary program that researches the biological, socioeconomic, and policy areas of the livestock sector in three regions: East Africa, Latin America, and the Central Asian Republics. The University of California-Davis is the grantee and subgrants to Utah State University, the University of Wisconsin, Colorado State University, Texas A&M University, the University of California-Davis and the University of California-Los Angeles. Linkages have been established with more than one national agency within each country, and between U.S. and LDC institutions. Research focuses on: GIS modeling tools to predict regional trends in rangeland production (CAR); early warning systems for monitoring nutrition and livestock health (East Africa); improving pastoral risk management (East Africa); integrated modeling systems for balancing ecosystem integrity (East Africa); the role of animal source foods in childhood cognitive development (East Africa); and livestock-natural resource interfaces (Latin America).

This is the transition stage of the Global Livestock CRSP that began with re-engineering. Accomplishments include:

- Established formal links with institutions in Kazakhstan, Uzbekistan, and Turkmenistan that involved in rangeland and livestock research through site visits, installation of a computer system throughout the project sites, and identified centers in each country where the GIS work for each republic can be carried out.
- Continued research on a model of rangeland productivity based on carbon dioxide flux measurements.
- Commenced pilot rangeland-livestock GIS for Kazakhstan.
- Conducted rapid assessment of children's nutritional status and designed feasibility study of school-based nutrition interventions.
- Developed network of cooperators and partners to implement a full scale early warning livestock and food security program for East Africa.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access services through grant, cooperative agreement, or contract directly with the Management Entity at the University of California, Davis or through G/EGAD/AFS to Global Livestock CRSP (grant # PCE-G-00-98-00036-00) via Managed Org'd funds, OYB transfers, or MAARDs to support the core program. Current Agreement End Date: FY 200: 9/30/2002. Contact: Dr. Montague Demment, SR CRSP Office, University of California, Davis, CA 95616. Phone (916) 752-1721; Fax: (916) 752-7523.

USAID Contact: Dr. Joyce Turk, G/EGAD/AFS/MA, 2.11-082 RRB, Washington, DC 20523-2110, Phone (202) 712-1424; Fax (202) 216-3010.

Improved Animal Vaccines Through Biotechnology: Phase I, Rinderpest, 936-4178(a)

DESCRIPTION: More than 30 countries are involved in the current Pan African Rinderpest Campaign. The severity of the epidemic in the past and remaining "hot spots" of endemic disease require continued attention to vaccination campaigns. This project has funded the development of a new recombinant vaccine which does not require refrigeration, is easily delivered to the field, easier and more cost-effective to produce, and more efficacious than the conventional vaccine which requires refrigeration. The new vaccine has been successfully tested on cattle held in containment at Plum Island, New York and on cattle held in containment in Kenya and is currently undergoing USDA/APHIS biosafety and environmental assessment for expanded field testing in Kenya. The project has trained a number of scientists from Africa in molecular biology applications. In addition, it has developed a unique molecular diagnostics, which will be used to distinguish between animals vaccinated with the recombinant vaccine and those which are naturally infected.

MEANS OF ACCESS: Direct access may be obtained through the University of California, Davis. Training in molecular biology at the doctoral or postdoctoral level, and technology transfer assistance may be initiated via add-on agreements to USAID's grant #DAN-4178-A-00-3051-00. Contact: Dr. T.D. Yilma, Director, International Laboratory of Molecular Biology for Tropical Disease Agents, University of California Davis, CA 95616. Phone (530) 752-8306, fax (530) 752-1354.

USAID Contact: Joyce Turk, G/EGAD/AFS/MA, Room 2.11-082 RRB, Washington, DC 20523-2110, Phone (202) 712-1424; Fax (202) 216-3010.

Agricultural Biotechnology for Sustainable Productivity (ABSP), 936-4197

DESCRIPTION: Biotechnology offers a new set of tools for addressing traditional constraints to agriculture, encompassing techniques such as disease-free tissue culture propagation of plants, the use of molecular markers for selection in traditional breeding programs, and the genetic engineering of crops for disease resistance, improved nutrition, extended post-harvest shelf life, and other traits. Developing countries, however, are largely being bypassed by the biotechnology revolution due to lack of new technical training and laboratory infrastructure and, in many cases, the lack of a sufficient policy environment to encourage technology transfer and commercial trade and investment in biotechnology.

ABSP is focused on providing developing countries and transition economies with the tools of biotechnology for improving profitability and market opportunities in the agricultural sector. Through creative partnerships between the public and private sector, and through linking technology development with technology policy, ABSP supports technology development and establishment of a policy environment conducive to investment and technology transfer from the U.S. public and commercial biotechnology sector. The program is managed by Michigan State University, but is implemented by a unique and expanding consortium of commercial/private agricultural research institutions, including current or past work with Garst Seeds America, Pioneer Hi-Bred, DNA Plant

Technologies, Inc., Semanis Seeds, Monsanto Corporation, Scripps Research Institute, the American Seed Trade Association, the Biotechnology Industry Organization; U.S. regulatory agencies (USDA/APHIS, EPA, PTO); and other U.S. universities (Cornell, University of Arizona, Texas A&M). ABSP is a ten year cooperative agreement, just entering the final three years of the current project. Mission and Bureau add-ons have been developed through OYB transfers or separate agreements for USAID/Jakarta, USAID/Cairo, USAID/Rabat, and the Africa Bureau.

Core support within the project currently covers the following areas: insect-resistant maize (genetically engineered), insect-resistant potato (genetically engineered), virus-resistant sweet potato; and virus-resistant cucurbits such as cucumber, squash or melons (both genetically engineered and traditionally bred). In addition, the project provides technical assistance and follow-up training for national and institutional biotechnology policy development in biosafety and intellectual property in cooperation with USDA/APHIS, Virginia Tech, Stanford Law School, and ISNAR.

MEANS OF ACCESS: Missions can access both private sector (commercial) or public sector product development capabilities through agreements with Michigan State University. The current G/EGAD/AFS cooperative agreement, # DAN-A-00-91-00126-00, with MSU runs through 9/30/2000. Contact: Dr. Catherine Ives, Room 324 Agriculture Hall, Institute for International Agriculture, Michigan State University, East Lansing, MI 48824-1325, Phone (517) 432-1641; Fax: (517) 353-1888.

Project Officer: Dr. Josette Lewis, EGAD/AFS/MA, Room 2.11-052 RRB, Washington, DC 20523-0214, Phone (202) 712-5079; Fax (202) 216-3010; Internet Email: jlewis@usaid.gov.

Broadening Access and Strengthening Input Market Systems (BASIS), 936-4213

DESCRIPTION: The BASIS program is designed to meet USAID bureau, mission and host country needs by providing research and/or technical assistance on the efficiency and integration of input markets such as land/water, labor and capital. Improving the performance of input markets and improving rural households' access to these markets can boost agricultural productivity and rural incomes. Enhancing market access and performance in these ways also contributes to broad-based and environmentally

sustainable economic growth at the national level. BASIS provides a mechanism for better understanding factor markets and for developing and implementing programs to improve the effectiveness and integration of these markets through two complementary components: (1) a collaborative research support program (CRSP) for long-term research; and (2) an indefinite quantity contract (IQC) for short, medium and longer-term technical assistance.

The CRSP was competitively awarded in September 1996, to a consortium led by the University of Wisconsin-Madison, Land Tenure Center. Research, supported through core funding and add-ons by missions and regional bureaus, has been carried out in four regions:

- Eastern Africa (Ethiopia, Kenya and Tanzania) – Water resource management policy and practices; Cross border trade; Factor market constraints to food security.
- Southern Africa (Malawi, Mozambique and Zimbabwe) – Water resource management policies; (South Africa, Namibia and Zimbabwe) – Land resource management policies; Land reform and resettlement policy (South Africa).
- Central America (El Salvador, Honduras and Nicaragua) – Financial market segmentation; Land market liberalization and access to land by the poor.
- Eastern Europe and Eurasia (Russia, Uzbekistan and Kyrgyzstan) – Land reform and farm restructuring; (Eastern Europe and FSU) Land privatization monitoring database.

In addition, a Global Research Agenda was identified and several small competitive grants were awarded to pursue work on factor market integration. The BASIS CRSP has a homepage on the World Wide Web (www.wisc.edu/ltc/basis.html) that provides links to full-text versions of regional reports as well as its newsletter and other activity documents.

The BASIS IQCs were competitively bid and awarded to two consortia in May 1998 with a five year term of performance. The BASIS IQCs consortia can take on task orders up to \$12 million.

The two BASIS IQC consortia leads and their partners:

Associates in Rural Development (ARD)

ACDI/VOCA

Associates for International Resource and Development (AIRD)

Cornell University's Food and Nutrition Policy Program

International Law Institute

Purdue University

Rural Development Institute

Development Alternatives, Inc. (DAI)

International Resource Group

Winrock International

University of Wisconsin—Land Tenure Center

Ohio State University—Rural finance Program

Institute for Development Anthropology (IDA)

University of Minnesota-Agricultural Economics Department

Yale University—Economic Growth Center

Texas A&M University –Office of International agricultural Programs

MEANS OF ACCESS for BASIS CRSP: Regional Bureaus, Missions, and other offices may access this agreement directly with the Management Entity at the University of Wisconsin-Madison or through G/EGAD/AFS to the BASIS CRSP cooperative agreement (# LAG-A-00-96-90016-00) via Managed Org'd funds, OYB transfers, or Buy-ins (including Delivery Orders and Task Orders). End Current Agreement End Date: 9/25/2001. Contact for the CRSP: Dr. Michael Roth or Ms. Danielle Hartmann, Tel. 608/262.5538; Fax: 608/262.2141; Internet: basis-me@facstaff.wisc.edu.

MEANS of ACCESS for BASIS IQCs: Regional Bureaus, Missions, and other offices can access these IQCs through buy-ins to contract #LAG-I-00-98-00031-00 (ARD) and #LAG-I-00-98-00026-00 (DAI). Interested parties should prepare a task order scope of work, send a copy to the CTO, and negotiate directly the BASIS contractors. Competition can be based upon prior performance, cv review for key

personnel or a full technical proposal. Contact for the IQCs: Dr. Bob Walter, Development Alternatives, Inc. Tel. 301/718.8240; Fax: 301/ 718.7968; Internet: bob_walter@dai.com and Dr. Henri Josserand, Associates for Rural Development, Tel. 802/658.3890; Fax: 802/658.4247; Internet: hjosserand@ardinc.com.

For information and assistance in accessing BASIS CRSP or IQCs, contact the USAID BASIS CTO: Lena Heron, G/EGAD/AFS/MA, Room 2.11-064 RRB, Washington, D.C 20523-2110. Phone (202) 712-0391; Fax: (202) 216-3579; Internet: lheron@usaid.gov

Agricultural and Natural Resources Management Technical Services Project (LAC TECH II), 936-4215

DESCRIPTION: LAC TECH II provides technical assistance and analytical services, giving high priority to strategy formulation, sector assessments, conceptual input for program/project development, design and evaluation, monitoring of program impact, technical and advisory services. Additional activities include sponsoring workshops, seminars, studies and educational videos to disseminate knowledge on topics of strategic concern.

Project assistance is currently implemented through an agreement with USDA/ICD. Short-term and medium-term consultants are available via buy-ins to the LAC TECH II Project. Long-term technical advisors include: Food Security (Vacant), Food Safety (Carol Wilson – USDA), Natural Resources Strategic Planning and Policy (Robert Ford – USDA), Institutional Development (Kerry Byrnes – USDA), Land Policy (Jolyne Sanjak – USDA), and Economic Reactivation (Jeremy Smith – USDA).

MEANS OF ACCESS: Missions should direct requests for the services of LAC TECH advisors, or short to medium-term consultants, to G/EGAD/AFS. A Mission requesting services should provide a scope of work for advisor(s) or consultant(s). AFS will advise the Mission of advisor availability, and resource requirements for implementation of requested activities. Missions are the LAC TECH II's prime clientele and are encouraged to contact LAC/RSD/BBEG or G/EGAD/AFS for informal discussion of ideas or requests. Missions can fund technical advisory services from private and public sector sources through transfers to the G/EGAD/AFS LAC TECH II Project.

USAID Contacts:

<u>LAC/RSD/BBEG Officer</u>	<u>Project Officer</u>	<u>Project Coordinator</u>
William Baucom	Dawn A. Thomas	Lori Johnson
USAID/LAC/RSD/BBEG	USAID/G/EGAD/AFS/MA	USAID/G/EGAD/AFS/MA
Room 5.09-122 RRB	Room 2.11-041 RRB	Room 2.11-070 RRB
Washington, D.C. 20523	Washington, D.C. 20523	Washington, D.C. 20523
Phone 202/712-0761	Phone 202/712-0494	Phone 202/712-0462
Fax: 202/216-3262	Fax: 202/216-3010	Fax: 202/216-3010
Email: wbaucom@usaid.gov	Email: dathomas@usaid.gov	Email: lojohnson@usaid.gov

Rural and Agricultural Incomes with a Sustainable Environment (RAISE), 936-4224

DESCRIPTION: RAISE is a partnership which two of USAID's Global Centers – Economic Growth/Agricultural Development (G/EGAD) and Environment (G/ENV) – have formed to help missions and bureaus devise and implement strategies and initiatives worldwide to promote sustainable, environmentally sound, employment, trade, investment and income opportunities. RAISE is dedicated to helping USAID to stimulate:

- lasting and broad-based job creation and foreign exchange earnings by strengthening natural resource-based industries (NRBIs) such as agribusiness, tourism, forestry, agriculture and fisheries; and

- community-based natural resource management (CBNRM) which must accompany any sustainable, environmentally sound economic growth and market development strategy.

RAISE offers over 30 high-powered environmental NGO, business community, consulting and university partners in three consortia, to address the full range of policy, business development and community action needs of USAID's various economic growth, agriculture and environment strategies. The three consortia can take on task orders up to four years in duration, and each has authority to undertake up to \$66.7 million in business through 2003.

You can turn to RAISE to undertake an Intermediate Results effort, a Results Package or activity, or simply to develop country or regional strategy, or design a new activity. Furthermore, you can use RAISE both to design, then implement, your activity without disqualifying the firms involved in the design, as long as both stages are done under RAISE.

SPECIAL CO-FINANCED INITIATIVES: Also, the three RAISE consortia have agreed to pool their various members' expertise in critical strategic areas to collaborate, and co-finance with some limited Global Bureau funds, state-of-the-art approaches to key growth-environment issues. Cross-cutting thematic working groups drawn from the three RAISE consortium "families" are now working on:

- tourism (both mainstream and ecotourism)
- marine industries and coastal community enterprise
- policy and regulatory reform, food trade, safety and quality; and
- agribusiness and natural products industry development.

These groups are developing for USAID, strategic public-private alliances with industry communities such as The World Travel and Tourism Council and the US and European Chocolate Manufacturers' Associations.

If you are interested in collaborating with RAISE in such a venture, please contact any of the RAISE managers identified below.

RAISE IN ON THE WEB AT: External: <http://www.raise.org>
Intranet: http://www.usaid.gov/G/EG/afs_home/raise/raise_index.htm

MEANS OF ACCESS: Any USAID unit wishing to implement short- or long-term activities through RAISE simply prepares a task order scope of work, sends an information copy to the CTO, and can negotiate directly with the RAISE consortium of their choice through their own contracting officer.

The process of selection of one of the three contractors is based on a three-tiered system.

Tier 1: You may negotiate a task order with a single consortium for any activity under \$2 million, by reviewing past performance experience.

Tier 2: You may compete a task order among all three RAISE consortia based on a review of CVs of key personnel for activities up to \$2 million.

Tier 3: For all task orders above \$2 million you would specify selection criteria and solicit, at minimum, CVs for key personnel from all three consortia.

You can get more detail on task order selection on the website. These are the Contact names and numbers:

THE THREE RAISE CONSORTIA: (in alphabetical order, with leader's name is in bold)

Associates in Rural Development: Cargill Technical Services, Associates for International Resources and Development, CARANA Corp., A.P. Gross and Co., International Programs Consortium,

Chemonics: CARE International, George Washington University Tourism Institute, Harza, International Fertilizer Development Center, International Food Policy Research Institute, International Technology Investment, Ltd., J.E. Austin Associates, MUCIA, Prime, International, Rodale Institute, Sigma One Corp., Texas A & M University, The Forest Management Trust, Tropical Agricultural Center for Research and Education, Marine Resources Assessment Group, National Cooperative Business Association, International Center for Research in Agroforestry, International Service for National Agricultural Research, Produce Marketing Association, Tennessee Valley Authority.

Development Alternatives, Inc.: Conservation International, Fintrac, Inc., Management Systems International, Michigan State University, Winrock International.

USAID MANAGERS:

Christopher M. Brown, CTO/Co-Manager RAISE, Agribusiness Economist, USAID Economic Growth and Agricultural Development Center (G/EGAD/AFS/MA) Tel: 202-712-1915

Fax: 202-216-3579. Internet: chbrown@usaid.gov

Alan R. Hurdus, Co-Manager of RAISE, USAID, Global Environment Center (G/ENV/ENR) Tel. 202-712-0218. Internet: alhurdus@usaid.gov

Robert E. Ford, Senior Natural Resources Strategic Planning and Policy Advisor, G/EGAD/AFS/MA Tel. 202-712-5073. Internet: rford@usaid.gov

Partnerships for Food Industry Development (PFID), 936-4226

DESCRIPTION: PFID is a proposed new activity that will fund partnerships that focus on

- (1) Promoting a science-based legal, regulatory, and policy framework for international trade in food products, including:
 - Global trade regime enhancements in food safety and quality under the Sanitary-Phytosanitary agreements of the World Trade Organization (WTO), and
 - National food codes and control systems development to reflect a science-based approach to ensuring safe food for domestic consumption and for export; and,
- (2) Adapting and applying food processing technologies and marketing systems to create value-added products or to improve their safety and quality for domestic and global markets by addressing the following sub-industries:
 - Packing, storage, and transportation to processors,
 - Processing and packaging of fruits, vegetables, meat, fish, dairy products, specialty foods, and beverage products; and
 - Food distribution systems, such as an improved transportation and cold-chain as well as both retail and wholesale marketing.

PFID is designed to contribute to the economic growth of USAID client countries by mobilizing private and public sector expertise to add value as well as meet safety and quality standards in the production and distribution of food products for domestic and international markets. A PFID partnership will consist of a combination of U.S. and client-country universities, food industry associations/firms, and/or non-governmental organizations. The U.S. university member of the partnership will be expected to serve as the management entity for the partnership's activities.

The Global Bureau's Economic Growth and Agricultural Development Center (G/EGAD) will fund two PFID partnerships. The total live-of-program is designed to be ten years. The first four years will be defined as a "Phase I" period. Partnerships that have been successful in Phase I will be eligible to continue their work in the remaining years, i.e. the "Phase II" period. Each partnership will be awarded \$500,000 per year using the Leader-with-Associate (LWA) assistance instrument. The "Leader" component will be awarded as a cooperative agreement by the G/EGAD center. The "Associate" component will be that funding from other USAID missions and offices awarded to the partnership to conduct work that falls within the scope of the Leader cooperative agreement. All "Associate" awards

will be negotiated and managed by the USAID mission or office that provides the funding to the partnership.

PFID will provide USAID missions and bureaus with access to broad and practical agribusiness expertise from the U.S. and client-country public and private sectors. PFID can help USAID clients to grow their markets for processed and value-added foods, and facilitate growth of the food-processing sector of the economy for both domestic consumption and export.

MEANS OF ACCESS: The PFID activity is expected to be approved as a new activity for FY2000.

USAID Contacts:

Chris Brown, Agricultural Development Officer - G/EGAD/AFS/MA, Room 2.11-065 RRB, Washington, DC 20523-2110; Phone (202) 712-1915; Fax: (202) 216-3579; Email: chbrown@usaid.gov

Vicki B. Booker, AAAS Fellow – G/EGAD/AFS/MA, Room 2.11-053 RRB, Washington, DC 20523-2110; Phone (202) 712-4939; Fax: (202) 216-3579; Email: vbooker@usaid.gov

International Fertilizer Development Center (IFDC), 936-4227

DESCRIPTION: IFDC is a public, non-profit, international organization dedicated to conduct its work independently and in a scientifically sound basis. IFDC's goal is to increase agricultural productivity in a sustainable manner through the development and transfer of effective, environmentally sound plant nutrient technology and agricultural marketing expertise. IFDC provides: 1) support for policy analyses and reform and institutional capacity building to develop competitive markets for agricultural inputs and outputs; 2) tools and information for more efficient and environmentally sound management of plant nutrients; 3) recommendations and information to improve soil fertility and land productivity, particularly in Africa; 4) technical assistance and knowledge to enhance the efficiency and safety of plant nutrient production and supply; and 5) training in all areas of their work. IFDC has conducted technology transfer activities in more than 120 countries and has contributed to the development of human resources and institutional capacity building in 150 countries through 600 training programs. It is a clearinghouse of information on raw materials, processing, products, trade, supply, and demand. IFDC has played a primary role in increasing the use of fertilizer products in developing countries from 2.7mmt in 1959/60 to 62mmt in 1989/90, and to 80mmt in 1996/7.

IFDC notable achievements include: (1) In Albania and Bangladesh IFDC has effectively linked agricultural production with economic development through the design and implementation of economic policies that promote the free market system and lead to increased employment, and overall economic

growth; (2) in Bangladesh during 1998 more than 100,000 farmers increased their incomes by using more productive environmentally sound technologies and thirty-five policy reform initiatives were spearheaded by the project to facilitate agribusiness growth; (3) in Albania the local input dealer's association became self-sufficient, were provided credit lines totaling \$1.85 million for fertilizer importation and their Technology Transfer Centers and private extension service provided services to 75% of the estimated 400,000 small producers; (4) in collaboration with the African Center for Fertilizer Development and funded by IFAD, IFDC-Africa implemented on-farm trials in West Africa to validate research to restore soil fertility in Sub-Saharan Africa, including testing the efficiency of local phosphate rock on cereal yields; (5) in the Middle East IFDC determined that the local phosphate rock is 80% as efficient as high-cost water-soluble fertilizers to allow small farmers to produce canola competitively; (6) in 1998 IFDC conducted 8 group training programs for 206 persons in 52 countries.

MEANS OF ACCESS: Regional Bureaus, Missions, and other offices may access services directly with the Management Entity at Muscle Shoals, Alabama, IFDC or through G/EGAD/AFS to IFDC II (grant # TBD) via Managed Org'd funds, OYB transfers, or MAARDs to support the core programs. End date: 9/30/2003. Contact: Dr. Amit Roy, IFDC, PO Box 2040, Muscle Shoals, AL 35662. Phone (205) 381-7408.

USAID Contact: Barbara Ellington-Banks, G/EGAD/AFS/MA, 2.11-072 RRB, Washington, DC 20523-0214. Phone (202) 712-1436, Fax (202) 216-3010.

Dairy Directive, 936-5457

DESCRIPTION: Grant proposals are reviewed by a Technical Review Committee consisting of Agency livestock and agribusiness specialists representing the geographical and global bureaus. Criteria include, but are not limited to: demonstrated impact, integration with AID Mission strategic and policy objectives, demonstrated experience of proposers in international dairy development, leveraged funding, and reflection of dairy directive purpose.

Total annual funding for grants varies depending on the level of the directive. In FY 1997, the following grants were made under this process:

- Winrock International – Bolivia (\$1 million)
- American Breeders Service consortium – Kenya (\$984,917)
- Land O'Lakes – East Africa Regional (\$1.5 million)
- Cooperative Resources Int'l – Nicaragua (\$48,000)

In response to the House and Senate Foreign Appropriations language, the purpose of the dairy directive is to “help U.S. dairy producers and companies to prepare for more competitive international markets as U.S. subsidies decline.” Dairy directive projects have leveraged an estimated \$50 million plus in U.S. trade and investment in dairy sectors overseas by providing opportunities for contacts and business relationships which directly result in private transactions. The kinds of projects funded by the dairy directive have developed dairy businesses through farmer training, strengthening or forming producer associations, and creating private agricultural extension agents/entrepreneurs who are service providers. Project have established over 170 private artificial insemination businesses; trained over 7,000 dairy farmers in improved methods of management; established twenty dairy businesses and over 40 subsidiary business such as marketing agencies and milk transporters; sold US genetics and breeding supplies; and linked processors with producers.

MEANS OF ACCESS: USAID Missions can access services through a direct agreement with the mentioned recipient entities. Grant #: Various. Contact: Rolf Campbell, Land O'Lakes, P.O. Box 116, Minneapolis, MN 55440-0116, Phone (612) 481-2585, Fax (612) 481-2556. Jim Dawson, Agricultural Business Systems, 5209 Fairway Drive, Madison, WI 53711, Phone (608) 271-7847; Fax (608) 271-0234; Keith Heikes, CRI, 100 MBC Drive, Shawano, WI 54166, Phone (715) 526-3219, Fax (715) 526-7513; Jim Yazman, Winrock International, 1611 N. Kent St., Suite 600, Arlington, VA 22209, Phone (703) 525-9430, Fax (703) 525-1744.

USAID Contact: Joyce Turk, G/EGAD/AFS/MA, Room 2.11-082 RRB, Washington, DC 20523, Phone (202) 712-1424; Fax: (202) 216-3010

THE OFFICE OF MICROENTERPRISE DEVELOPMENT (G/EGAD/MD)

OFFICE SUMMARY: MD was created to be the main hub of technical resources, and the management unit for the central funding mechanisms, called for in USAID's Microenterprise Initiative. The Microenterprise Initiative, launched in June 1994 and renewed in July 1997, is a set of policies, strategies and specific actions designed to make microenterprise a prominent part of USAID's economic growth strategy to bring poor, disadvantaged and marginalized groups into the mainstream of an expanding economy. In most developing countries, microenterprises are a major path through which poor people, especially women, participate in the economy. As an important source of income and employment, microenterprises often employ a third or more of the labor force, especially where the formal sector is small.

The office addresses the fundamental development goals embraced by the Microenterprise Initiative:

- Assist poor people increase their income and assets, thereby gaining the basis to improve their welfare.
- Increase the skill and productivity base of the economy, so that the capacity of the economy to grow is enhanced.
- Facilitate the development of local organizations serving the microenterprise sector, organizations which become, in effect, institutions of economic democracy.

Among the specific aims sought are: achieving greater outreach and significant scale by microfinance organizations; financial viability of financial services; cost effectiveness of business development services; local institutional development and long-term viability; supportive policy and regulatory reforms; reaching women and the very poor; and, performance and impact information that focuses on results.

<u>Staff Name</u>	<u>Specialty</u>	<u>Phone Number</u>
Katharine McKee	Office Director	(202) 712-5578
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Mailing Address:

G/EGAD/MD

Room 2.11-011 RRB

U.S. Agency for International Development

Washington, DC 20523-2110

Fax (202) 216-3228

The office manages six major activities under the Microenterprise Innovation Project, 940-0406:

Implementation Grant Program (IGP).

The purpose is to expand microenterprise service provision by increasing the financial viability of local institutions that provide financial services -- credit and savings -- and the cost effectiveness of those institutions that provide business development services, such as, training and marketing assistance. The IGP is a competitively-run grant program open to US and international organizations and other experienced organizations. Cooperative agreements are signed in response to an Request for Applications. No Mission field support is accepted.

Contacts: Liza Valenzuela/Barry Lennon.

The PRIME Fund

A Mission co-financing grant fund designed to improve the quality and increase the quantity of Mission support to microenterprise programs. It supports high-quality microenterprise programs put forward by USAID missions. Funds are transferred to missions through a budget allowance.

Contacts: Barry Lennon/Liza Valenzuela

Microenterprise Best Practices (MBP),

A training, research and information exchange component, is designed to expand the knowledge base of the microenterprise field and to improve the design and implementation of USAID-supported projects. MBP consists of a core agenda and a sub-grant facility to encourage "best practices" in the field. MBP is contracted through DAI and involves a consortium of technical consultants and practitioners. No Mission field support is accepted. Contact: Anicca Jansen.

MicroServe

Increases the capacity of USAID Missions, Agency personnel and implementing organizations to undertake microenterprise programs. It provides short-term technical assistance to field missions and implementing organizations. There are two IQCs (Chemonics and Weidemann & Associates), involving consortia of technical consultants, academics and practitioners that can be accessed by Missions through buy-ins executed by the field contracting officer. Contact: Jim Dempsey

Assessing the Impact of Microenterprise Services (AIMS)

Contributes to USAID's understanding of how microenterprise services improve the business and welfare of microentrepreneurs, households and communities over time. This research and technical assistance program is provided by MSI and involves a consortium of technical consultants, academics and PVO/NGO representatives. Mission buy-ins are permitted. Contact: Monique Cohen

Linkage Activities

Designed to foster greater involvement of other entities in microenterprise development by making microenterprise a more important part of USAID's economic growth strategy and increasing donor coordination. These activities include an agreement with the Peace Corps to expand microenterprise work, support to inter-donor activities, such as the Consultative Group to Assist the Poorest (CGAP), and collaboration with other USAID offices to leverage the role of microenterprise development in their programs. G/EGAD/MD also coordinates microenterprise results reporting (MRR) for the agency and fosters communication on microenterprise issues through support to the microenterprise web page (<http://www.mip.org>). Contact: Elizabeth Hunt (MRR), Kate McKee (other linkage activities).

Staff Support

Staff Support to missions by G/EGAD/MD staff is available for any aspect of microenterprise development, through electronic or face-to-face consultation and field visits.

THE OFFICE OF BUSINESS DEVELOPMENT (G/EGAD/BD)

OFFICE SUMMARY: Private sector businesses are often willing and able to tackle a number of the objectives that USAID pursues. The goal of the Business Development Office is to match companies to business opportunities that can contribute economic development in countries and abroad. This work is accomplished principally through the BD program known as **The Global Technology Network**. NGO partners International Executive Service Corps (IESC) and the Kenan Institute work with the Office in support of GTN.

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Note: All phone and fax numbers are area code (202) unless other wise indicated.

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Global Technology Network (GTN) 940-0102 [Originally titled Center for Trade and Investment Services]

DESCRIPTION: The main program of the Business Development Office is the Global Technology Network (GTN). The program purpose is to promote technology transfer and cooperation between small- and medium-sized US private sector firms and their counterparts and customers in developing and transitional economies.

GTN works as follows. GTN representatives in 41 countries actively seek out companies that could significantly improve their business by partnering with a US company or a company in certain participating countries. The GTN representatives focus on businesses in those sectors where private sector technology transfer is most likely to have a positive developmental impact, including agribusiness, environment and energy, health, and information technology. The representatives also focus primarily on small and medium sized firms. The representatives work with the interested company to fill out a short questionnaire in order to determine accurately the requirements of the company. The representative will then enter the relevant information in the form of a “trade lead” onto the GTN website (www.usgtn.org). At GTN headquarters in Washington, DC, a specialist will access the trade lead and match it against a list of close to US companies that have signed on to participate in GTN and to receive trade leads from overseas. Once the matches are made, an e-mail note is sent to each of the relevant companies describing the requirements of the overseas company and urging the company to directly contact that company with sales and other information (and also inform GTN of his/her action). The GTN specialist and the in-country representative will then monitor the communication between the companies and assist in keeping the communications alive until a deal is made or until the effort is abandoned.

GTN works through a network of partners in the United States and priority developing countries. The partners that receive USAID financing to help manage GTN include DevTech (a business consultant firm with a direct contract); the International Executive Service Corps (IESC) (an NGO with a cooperative agreement); the Kenan Institute, (a unit of the University of North Carolina Business School with a cooperative agreement), and the U.S. Asia Environmental Partnership (an NGO with a cooperative agreement). In each country where it works, GTN has a local representative office or partners with local nonprofits and business support organizations to identify potential partnerships between US firms and local entities. Partners from the federal government include 17 US Export Assistance Centers, the U.S. Department of Commerce, the Small Business Administration, the U.S. Department of State, and the U. S. Department of Agriculture. Trade and investment promotion offices of 29 states have also signed on as partners. Included are Alaska, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Iowa, Louisiana, Maine, Massachusetts, Maryland, Michigan, Minnesota, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, South Dakota, Tennessee, Utah, Vermont, Virginia, and Washington. Finally, a number of business associations are informal partners in GTN efforts to reach out to their membership.

Each of these partners plays roles that assist in nurturing relationships between companies in the US and the participating countries. The state trade and investment offices make exporters in their state aware of GTN and help recruit companies to participate in GTN. Where an inadequate number of US companies is found in the existing GTN database to respond to a lead, GTN seeks out additional firms in a variety of ways in addition to working with the state offices. The IESC maintains its own data base of more than 13,000 retired private sector executive volunteers and is in regular communications with these volunteers. Kenan often turns to US business associations to find interested companies. DevTech works with subcontractor Globe-1 that maintains another large database of more than 300,000 U.S. firms. Some of these same

resources can be brought to bear in the case where a trade lead needs to be rewritten in order to more carefully specify what is required. When the US company is relatively inexperienced in exporting, the state government office and/or the US Export Assistance Center (USEAC) nearby may help out. GTN can also sometimes make small travel grants to US companies to facilitate concluding a deal.

At the beginning of the year 2000, GTN is operating in 58 countries and has representatives in 41 of those countries.

- Africa: Cote d'Ivoire, Gambia, Ghana, Kenya, Madagascar, Nigeria, Senegal, Tanzania, Uganda, and Zimbabwe.
- Asia and the Near East: Hong Kong, India, Indonesia, Korea, Malaysia, Mongolia, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, Vietnam, Egypt, Jordan, Morocco, and Tunisia.
- Latin America and the Caribbean: Argentina, Brazil, Chile, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Panama, Peru, and Uruguay.
- Europe and Eurasia: Armenia, Bosnia-Herzegovina, Bulgaria, Croatia, Czech Republic, Estonia, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Macedonia, Moldova, Poland, Romania, Russia Far East, Slovakia, Ukraine, Turkmenistan, and Uzbekistan.

MEANS OF ACCESS: U.S. firms can access GTN by a toll-free phone number (800-872-4348), fax (202-466-4597), mail (1629 K Street, NW, Suite 1000, Washington, DC 20006), e-mail (usgtn@usgtn.org), or on-line through the internet (www.usgtn.org). Firms in other participating countries can access GTN through the local representatives. The name and contact information for the various countries can be obtained through the contacts listed above.

Missions and other units can develop or expand a GTN program through a field support transfer provided to the BD GTN Project Number 940-0102, or in consultation with BD, through an add-on or a stand-alone agreement with BD partners/contractors. BD can consider enhancements to the programs where GTN already has a presence as well as setting up a GTN gateway in other countries if funding is available. If interested, contact USAID Officer Joe Duncan, G/EGAD/BD, Room M.01-052, Ronald Reagan Building and International Trade Center, Washington, DC 20523-1000, phone (202- 712-0474), toll-free (800-872-4348), fax (202-216-3526), or e-mail (jduncan@usaid.gov).

Enterprise Works Worldwide (EWW) 940-0102

DESCRIPTION: Enterprise Works Worldwide generates economic growth and alleviates poverty in Africa, Asia, and Latin America through business development programs that enable small producers of agricultural products to build more competitive enterprises. Investing its resources alongside local partners, EWW seeks improvements in productivity and marketing to allow small-scale farmers and micro-entrepreneurs to help themselves and profit from increased efficiency, expanded operations, and new regional and international business links. EWW's integrated approach to development focuses in eight program areas: animal fiber, coconuts, coffee, dairy and other livestock, household energy, market gardening, natural products, and oilseeds and staple foods. EWW is currently active in Benin, Bolivia, Burkina Faso, Cote d'Ivoire, El Salvador, Haiti, Honduras, India, Indonesia, Mali, Mozambique, Nepal, Nicaragua, Niger, Philippines, Senegal, and Tanzania.

MEANS OF ACCESS: This instrument is not designed to accept mission field support. Missions are encouraged to consider stand-alone grants/agreements with EWW for activities in their countries. Services from the cooperative agreement can be accessed directly from EWW by contacting Robert G. Esposito, 1828 L Street, Suite, Washington, DC 20036: phone (202-293-

4600); fax 202-293-4598; e-mail (info@enterpriseworks.org); or website (www.enterpriseworks.org). The USAID contact is Charles Santangelo, EGAD/BD, Room M.01.43, Ronald Reagan Building and International Trade Center, Washington, DC 20523-0229: phone (202-712-5181); fax (202-216-3526); or e-mail (csantangelo.usaid.gov).

THE CREDIT AND INVESTMENT STAFF (G/EGAD/CI)

OFFICE SUMMARY: This office manages the Micro and Small Enterprise Development (MSED) Program and the Development Credit Authority. The office also offers training designed to increase the capacity of financial institutions overseas to lend to micro and small enterprises (MSEs). The staff is skilled in risk analysis, enterprise and corporate valuations, and is knowledgeable in the application of various financial instruments. Office objectives are: (1) to use guarantee facilities and direct loans to help increase the flow of credit to MSEs previously lacking access to formal financial markets; and, (2) to introduce innovative financing mechanisms to USAID-assisted countries to broaden access to credit and financial resources.

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Micro and Small Enterprise Development Program

DESCRIPTION: MSED uses loans and guarantees to encourage financial institutions -- including commercial banks, finance companies, insurance companies, leasing companies, and other specialized financial intermediaries -- to extend and expand credit to microentrepreneurs and small businesses. The primary financial instrument is the Micro and Small Business Loan Portfolio Guarantee (LPG). LPG provides loan guarantees of up to 50% of the principal loss on a portfolio of small business loans, and up to 70% of the principal loss for micro-loans, made by financial institutions in developing countries. The guarantees are combined with training to give banks needed skills in assessing small business and micro business credits, and to assist borrowers in preparing business plans to present to the banks.

MSED also uses direct loans and guarantees to provide capital for NGOs/PVOs engaged in small business and microenterprise lending, as well as to support other development activities, such as privatization, where intended to serve small and micro-borrowers. In particular, MSED has now provided a partial guarantee in South Africa, Zimbabwe and Indonesia for market-rate loans that banks offer to creditworthy NGOs/PVOs, which use the loan proceeds to on-lend to the micro sector.

Working closely with USAID field missions, the Credit and Investment Staff has achieved the following developmental impact:

- Catalyzed lending by financial institutions to small and micro businesses in more than 33 countries, leading to over \$150 million in new credit to micro and small business borrowers.
- Trained over 800 bankers in small business lending techniques in 16 countries.
- Generated almost 5,400 loans with a median size of \$488 when a Sri Lankan bank used its guarantee to expand the amount of credit available under its rural, microenterprise banking program.
- Established a bridge fund for ACCION International to support microenterprises throughout Latin America.
- Provided bond guarantees to banks in Latin America that focus on small and micro businesses to allow those banks to expand their lending activities.
- Supported the needs of entrepreneurs in South Africa by operating a \$27.0 million LPG program designed to mobilize credit for South Africans disadvantaged by apartheid.
- Managed an \$8 million LPG program in the West Bank/Gaza structured to mobilize credit and other types of financial support for Palestinian-owned businesses as part of the U.S. Government's overall effort to provide targeted support for the Middle East peace process.
- Partnered with a private bank in Ethiopia to provide credit to agricultural cooperatives seeking to buy crops from member farmers, allowing the farmers to take advantage of more favorable market prices for their production and to access longer term credit for agricultural inputs.

The Development Credit Authority

DESCRIPTION: The DCA operates in the following manner:

- DCA is a **mission-driven initiative**. As such, USAID's field missions identify, design, authorize, implement and monitor DCA projects.
- USAID instituted **distinct and separate filters for assessing the developmental soundness and creditworthiness** of DCA projects. USAID field missions are responsible for reviewing and authorizing DCA projects. The independent Credit Review Board in Washington periodically examines and approves DCA projects on financial and creditworthiness grounds.
- Each DCA project must be **financially viable** (i.e., it must have sufficient cash flows to meet all the operational costs and service all debt).
- USAID **shares risk** to the maximum extent possible. For non-sovereign projects, USAID aims to share no more than 50% of the risk on any given transaction and, in no case more than 80% of the risk.
- USAID serves as a **guarantor or lender of last resort**. As such, USAID will not provide financing for any project for which other sources of financing are available.

Financial Dimensions of DCA

- For FY 2000, USAID has \$3 million in budget authority for DCA. Assuming the **leverage** traditionally achieved by the Agency's credit programs, DCA would be able to extend approximately \$45 million in credit in this fiscal year. The expectation is that DCA will grow to \$15 million by the year 2001, potentially permitting approximately \$200 million in credit activities in that year.
- DCA provides **credit at or near market rates**, not at subsidized rates. In addition, DCA will charge risk based origination and utilization fees to borrowers.

More detailed information on DCA and review of DCA funded projects approved in FY 1999 are available at the CIS website: http://www.usaid.gov/G/EG/ci_home/ci_home1.htm

THE ISRAELI PROGRAMS STAFF (G/EGAD/DAA/IP)

OFFICE SUMMARY: IP promotes increased science and technology cooperation among Middle East and developing countries, and the utilization of U.S. and Israeli technical expertise by developing countries. Three programs support this special strategic objective: the U.S.-Israel Cooperative Development and Research Program (CDR); the U.S.-Israel Cooperative Development Program (CDP); and the Middle East Regional Cooperation Program (MERC).

The CDR and MERC Programs award collaborative research grants on a competitive, peer reviewed basis. These programs forge links between Arab and Israeli scientific and technical institutions, and between scientists in developing countries and counterparts in the U.S. and Israel. The results of this science and technology cooperation have been numerous, including advances in saline and arid lands agriculture, improved irrigation and water management technology, development and use of biopesticides, detection and amelioration of livestock, fish and plant pathogens, preservation of natural resources, and added understanding of emerging infectious diseases. In addition, CDR and MERC grants have strengthened the capacity of institutions in developing countries to conduct their own research. MERC in particular has also promoted the Middle East Peace Process by its support of Arab-Israeli technical cooperation.

CDP provides U.S. funding to MASHAV, the development assistance unit of the Israeli Ministry of Foreign Affairs, to conduct the training of people from developing countries, both in Israel and on-site in the host countries, and to support Israeli technical consultants and demonstration farms in developing countries. CDP funded training includes a range of topics in agriculture, health, economic and social development, and business and municipal management skills. CDP has traditionally provided a core grant to the Government of Israel. However, MASHAV and USAID are presently developing a new partnership emphasizing relationships at the field level in which individual Missions are encouraged to consider utilization of MASHAV's services for projects in which Israeli expertise is deemed to be appropriate.

MEANS OF ACCESS: The CDR and MERC Programs generally accept only core funds from G and E&E Bureaus and Peace Process ESF core fund transfers from the Department of State. CDP accepts core funds from G and E&E Bureaus, and Field Support funds are also accepted. G/EGAD also encourages Mission bilateral agreements with MASHAV separate from the CDP core grant; for further information or to discuss alternative means of access, please contact the Program Manager at (202) 712-0465 or via e-mail at dobrien@usaid.gov.

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THE PROGRAM SUPPORT STAFF (G/EDAD/PS)

OFFICE SUMMARY: Program Support (PS) coordinates strategic planning, budget and program processes, as well as overall management support for the Center. Duties include: preparing the Congressional Presentation, Results Review and Resource Request, and Budget Planning Submission; providing program and project development support for G/EGAD offices; coordinating with the Office of Procurement (OP) and tracking of procurement and funding actions; coordinating and facilitating G/EGAD review of regional bureau and mission strategic planning activities and programs; and coordinating mission field support inputs to G/EGAD programs.

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